

.... MARCH, 1945

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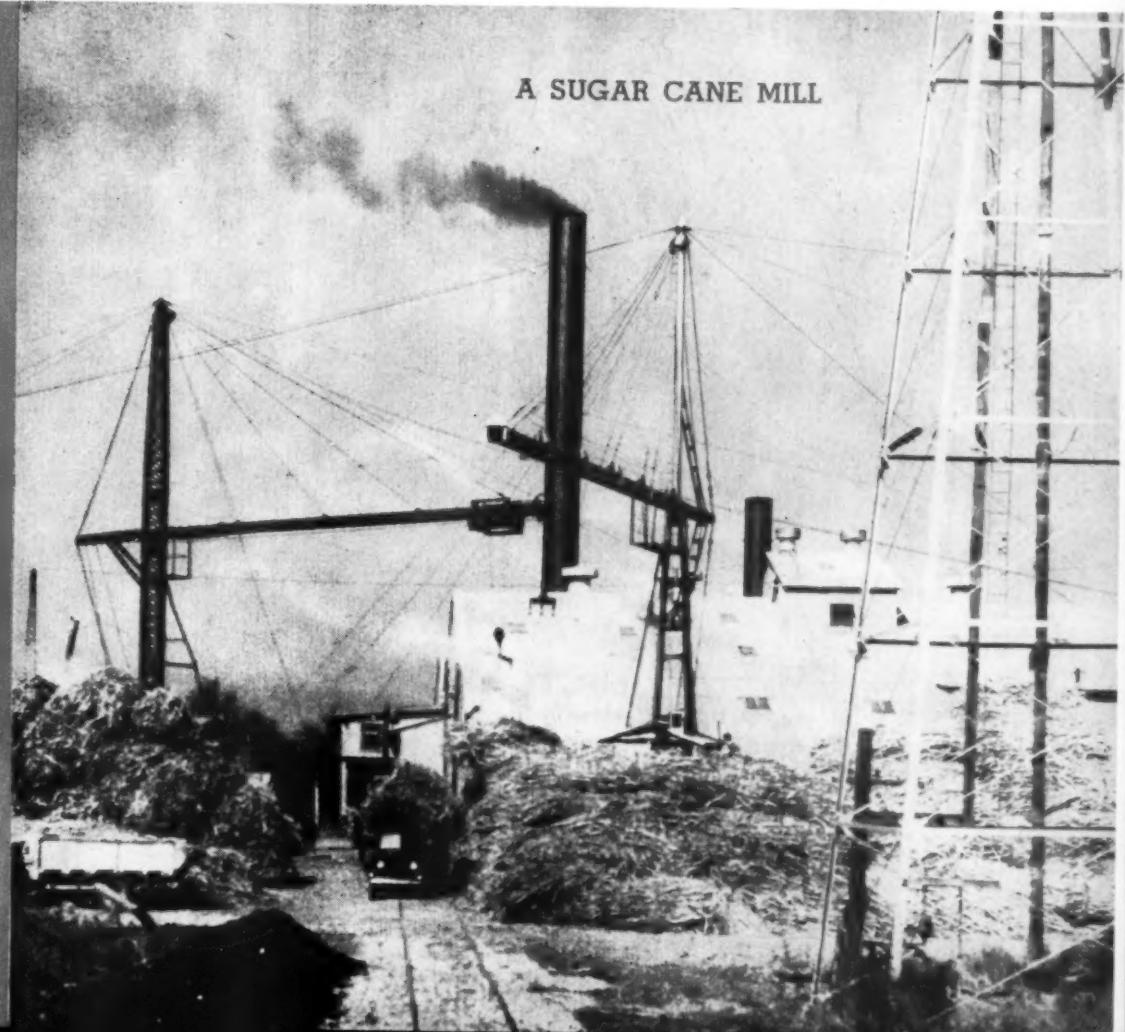
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MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

A SUGAR CANE MILL





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Each one full of zest and sparkling with wholesome goodness . . . Felton Flavors have that rare quality of animation that lifts your product out of the "run of the mill" and puts it out front.

*There is a Felton Flavor
for every kind of Candy...
tested in the batch, perfect for
the purpose.*

Write for Samples without delay.



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BRANCHES IN BOSTON • PHILADELPHIA • CHICAGO • ST. LOUIS • NEW ORLEANS
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MANUFACTURERS OF FLAVORS, ESSENTIAL OILS AND AROMATIC CHEMICALS.



*Let this coupon introduce you to
a new standard of uniformity
in lecithin...CENTROL*

FREE!

FOR COMPARATIVE TESTING. If you now use Lecithin, mail this coupon today for FREE sample of CENTROL. See what a difference it makes when Lecithin is processed entirely by one organization and laboratory-controlled from the bean to finished product.



THE CENTRAL SOYA COMPANY
Products Division, Dept. MC-3
Ft. Wayne 2, Indiana

Please send, without obligation, sample of Centrol Lecithin.

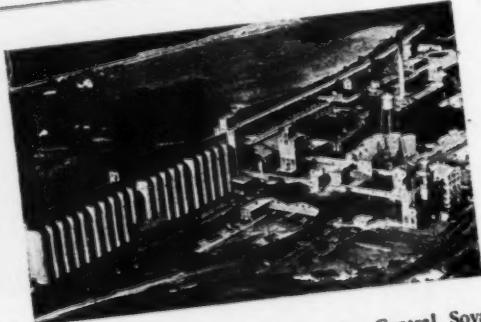
Name of Company _____

Address _____

City _____ State _____

Your Name. _____

Average yearly Lecithin consumption _____ lbs.



Centrol is Lecithin made by the Central Soya Company, one of the world's largest processors of soybeans and a major producer of bulk Lecithin for years. In keeping with the responsibility for such large production, Central Soya Lecithin is now sold under its own name, CENTROL—a brand name that assures you of laboratory control from bean to finished product, by one organization. Today, more and more of the largest users are making comparative tests and specifying CENTROL.



Four Standard Types of Centrol are available in 25, 50, 125, 225 and 500 pound drums. They are—Centrol (regular Lecithin), Centrol II (fluid, softer type), Centrol B (bleached), and Centrol B-2 (fluid-bleached). All are neutral in odor, light in color, and bland in flavor. Centrol is made from freshly extracted soybean oil which has been subjected to a special deodorizing process. Only select quality yellow soybeans are used, dehulled and free from undesirable waxes in the finished product.

CENTROL LECITHIN

Laboratory-controlled
from bean to finished product

A product of Central Soya Co., Inc., Fort Wayne 2, Indiana • One of the world's largest soy processors . . . makers of Mel-K-Soy, Hi-Soy, Seywip
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*C*OR downright taste appeal, based upon their respective prices and quality, it would be hard to find a match for, any one of the F.B. Imitation Raspberry Specialties listed below. Each is designed to do a specific job, whether it be to provide the best possible flavor at a given cost, or the best flavor for a given purpose. On either score we invite the critical comparisor of any confectioner who has the least suspicion that he might be getting better values than his present flavors provide. And in order to help him make an adequate test, we'll gladly supply a free sample of the flavor desired. Just tell us what you need and we'll cooperate. Please address us on your letterhead.

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Est. 1871

The Manufacturing Confectioner



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For Confectionery Manufacturers
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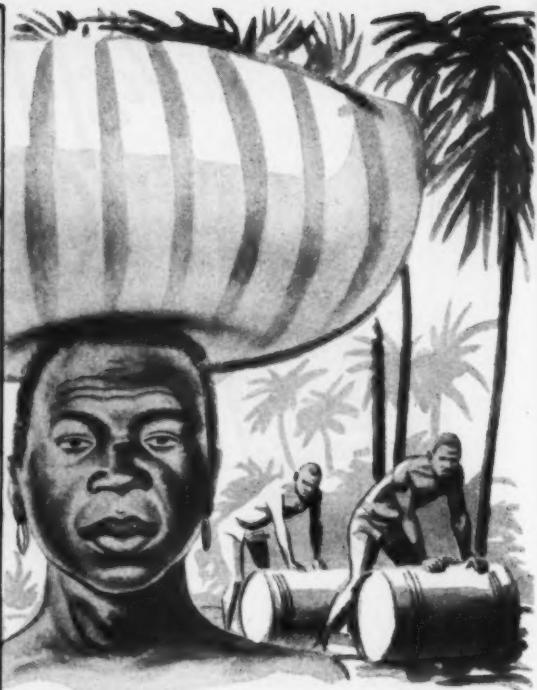
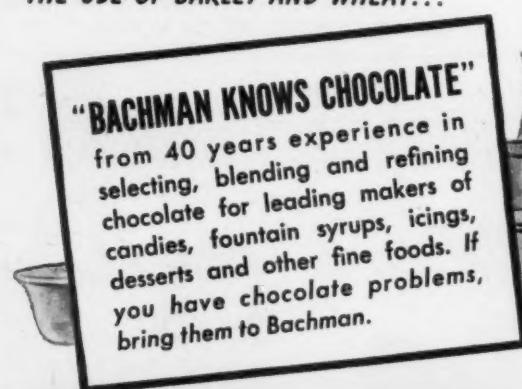
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'**PROHIBITION OF CHOCOLATE WAS ATTEMPTED IN ENGLAND IN 1673 ON THE GROUND THAT IT INTERFERED WITH THE USE OF BARLEY AND WHEAT...**



AFRICAN CHOCOLATE IS ROLLED TO MARKET IN STEEL DRUMS AS WELL AS BEING CARRIED IN BAGS, BALANCED ON THE BEARERS' HEADS



DR. STUBBS, EXPERIMENTING WITH COCOA BUTTER, REALIZED IT MADE HIS HANDS FEEL SMOOTH, BUT ITS USE IN COSMETICS CAME YEARS LATER...

BACHMAN *Knows* **CHOCOLATE**

BACHMAN CHOCOLATE MFG. CO., MOUNT JOY, PA.

CANDY MAKING

AND TRANSFERRING
METERING OR PROPORTIONING
BY THE

FLOW-MASTER

REG. U. S. PATENT OFFICE

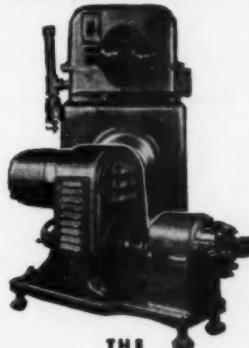
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HOMOGENIZERS • KOM-BI-NATORS • PUMPS

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5 machines in one. Low in first cost—
low in operating cost—low in upkeep.



Grinds in liquid media under hydraulic pressure to micron sizes in quantities formerly believed impossible. Homogenizes, disperses, blends, bleaches, incorporates gases, texturizes, stabilizes. Improves product quality, appearance, taste, texture, color; increases volume and sales appeal. Increased efficiency lowers cost. A many-purpose, high efficiency machine. Processes many products believed impossible of treatment.



THE FLOW-MASTER PUMP

can be had in various mountings with or without variable drive.

Quickly cleaned. Pumps, proportions and meters light volatile or heavy, sticky viscous materials with ease and efficiency.

THE FLOW-MASTER HOMOGENIZER

Built in sizes to suit all requirements.



Quickly cleaned. Fewer parts in contact with product. Structurally different. New and highly efficient series of compounding functions employed. Does not depend entirely on valves or pressure. Pressures employed greatly reduced. Processes many products believed impossible of homogenization.

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I DRY IN HALF THE TIME CONFECTIONERS

—WITH
Veg-A-Loid

"Maybe I am only a little piece of starch gum, but I know what I'm talking about. Actual tests prove that, when made with Veg-A-Loid, starch gums take **half** the usual time to dry!

"And that's not all. Even though I may have excessive moisture, I'm not all 'wet' when I tell you that I **won't sweat**. Veg-A-Loid acts to seal in moisture; produces a non-sweating gum.

"But don't take my word for it. Find out for yourself how Veg-A-Loid cuts ordinary hot room drying time 50%; prevents even excessively moist gum from sweating. Last, but not least, discover the improved quality achieved by Veg-A-Loid—quality that gives finished gums that true jelly 'eat'."

Write today for a free sample. Ask for Recipe M. And for information or assistance on any problem feel free to consult our Service Department.

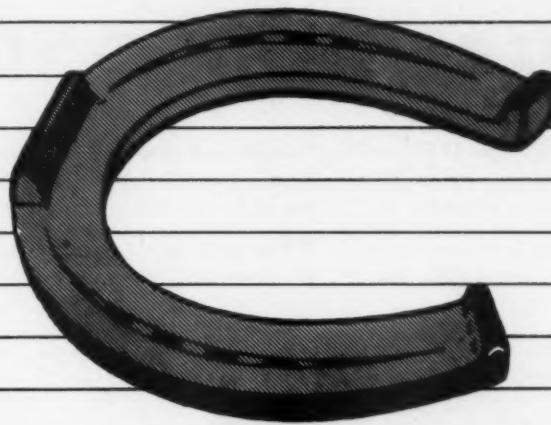
T. H. Angermeier & Co.

MANUFACTURING SPECIALISTS TO THE FOOD INDUSTRY

245 Seventh Avenue, New York, N. Y.



Horseshoes Bring Luck Only to Horses!



Burrell Belts Bring "Luck" to Candy Plants!

On the race-track or on a slippery road, horseshoes will bring "luck" to horses wearing them because they will be enabled to stand on their feet where less fortunate horses will not.

Hanging a "lucky" horseshoe over the door of your candy plant will not prevent production delays caused by belting breakdowns. The only "lucky" piece you need is a spare BURRELL belt on hand at all times. BURRELL belts are guaranteed. Our 31 years of making specially designed belts for candy manufacturers gives us the experience to fill your every belting need quickly and intelligently. Call, write or stop in and talk to us about your belting problems. We'll be glad to make recommendations and to help figure out the sizes and types you need.

Keep these thoughts in mind when installing and servicing your BURRELL belts. Keep just enough tension on BURRELL belts to prevent slipping. Keep pulleys and nosebars in alignment and clean at all times. Clean BURRELL belts while on equipment. Prevent stretching by keeping belts aligned. When ordering BURRELL belts, include exact length and width of each belt. To measure for belts, be sure all take-ups are at such a position that the minimum belt length can be determined with a steel tape. Be sure the tape travels the same path the BURRELL belt will travel.

Let BURRELL belting "know-how" and the . . . Ten BURRELL stars help you

- ★ CRACK-LESS Glazed Enrober Belting
- ★ THIN-TEX CRACK-LESS Glazed Belting
- ★ Innerwoven Conveyor Belting
- ★ Caramel Cutter Belts
- ★ White Glazed Enrober Belting (Double texture; Single texture; Aero-weight).
- ★ Packaging Table Belts (Treated and Untreated)
- ★ Feed Table Belts (endless)
- ★ Batch Roller Belts (patented)
- ★ Caramel Cutter Boards
- ★ Cold Table Belts endless)

BURRELL holds a position of leadership in the belting field because, with the purchase of BURRELL belts, you . . .

"BUY PERFORMANCE"

BURRELL BELTING CO. 401 So. Hermitage Av. Chicago

FIRST IN AMERICA

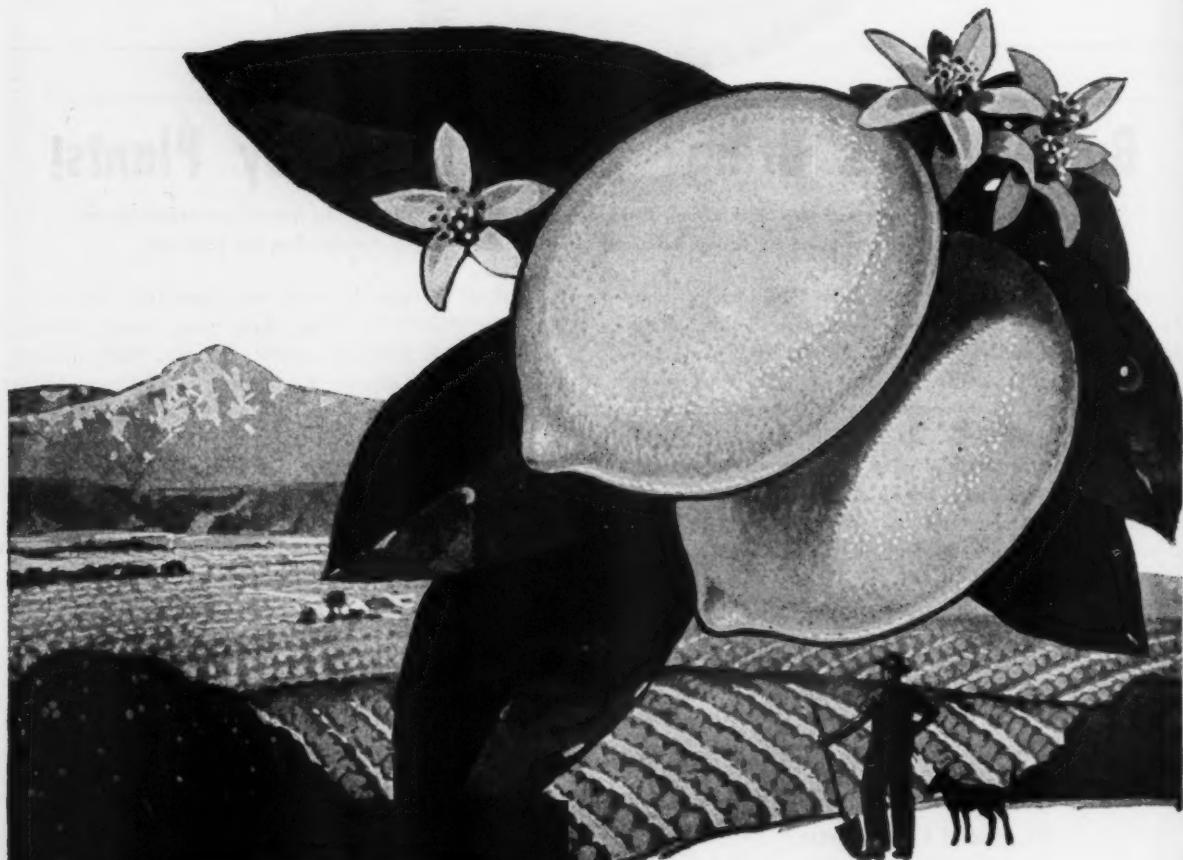
BY MORE THAN 4 TO 1

Over 80% of all the Lemon Oil used in America is *Exchange* Lemon Oil—over four of every five pounds.

This overwhelming endorsement by the trade is your assurance that

Exchange Lemon Oil delivers FLAVOR, CLARITY and UNIFORMITY not found in any other Lemon Oil.

When you buy Lemon Oil... buy Exchange.

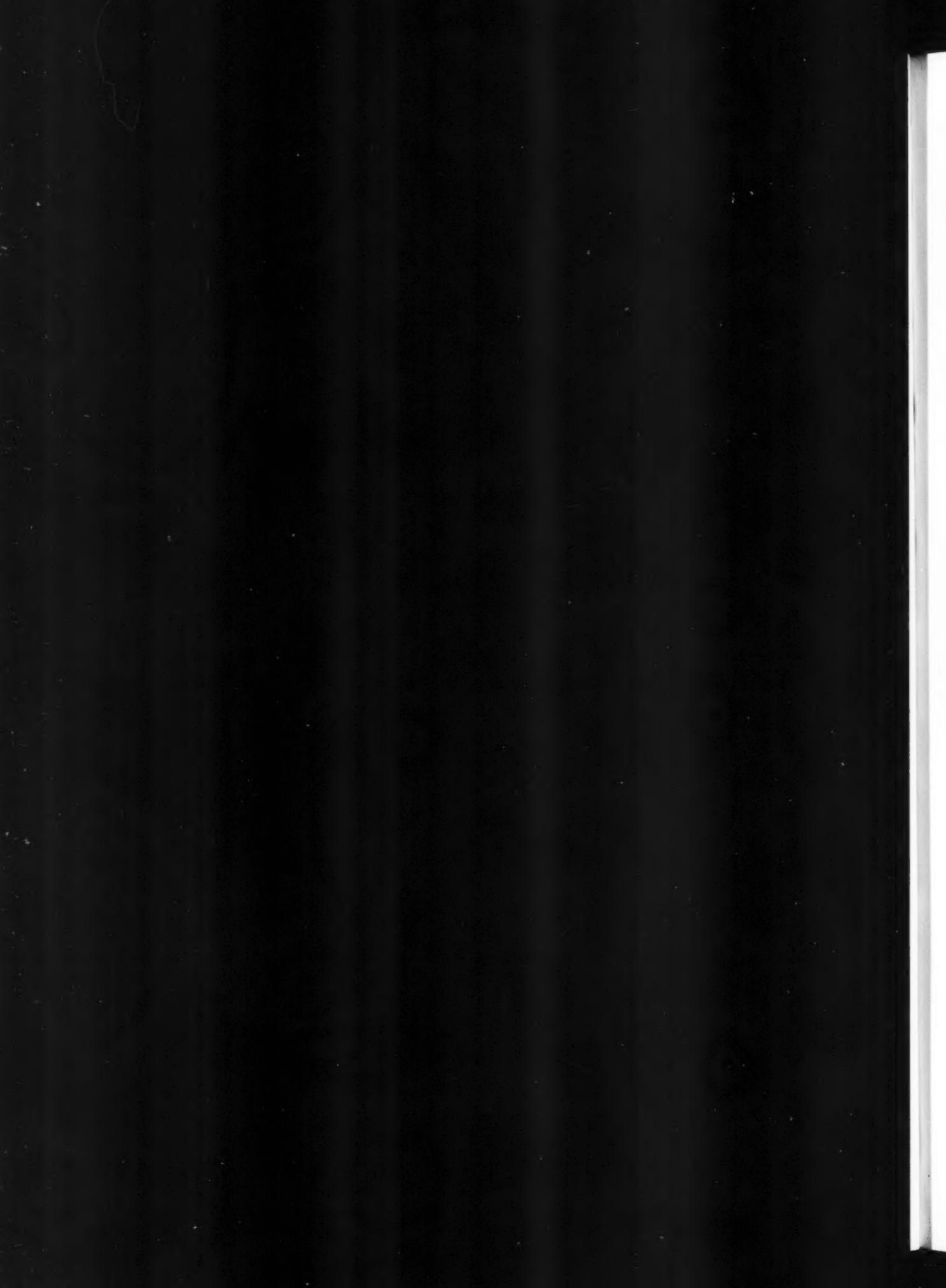


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CALIFORNIA FRUIT GROWERS EXCHANGE
PRODUCTS DEPARTMENT, ONTARIO, CALIF.

Producing Plant:
EXCHANGE LEMON PRODUCTS CO., CORONA, CALIF.
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Introduce Your Candies TO SIX MILLION PEOPLE but QUICK!



A SIZEABLE Market! A Successful Sales Organization Ready to Contact When You Are Ready to Sell!

Our organization enjoys the sales advantages that accrue to many years of close acquaintance and helpful cooperation with the wholesale and retail outlets throughout this prosperous area. *We start with that advantage!* * * * We can secure dealer cooperation for your products across more sales counters in record time—do it more economically!

Let's plan it NOW!



Main Office and Warehouse, Louisville, Ky. Centrally located. Capacity 400 carloads. Streamlined facilities. Unexcelled tracking facilities. Lowest insurance rates.

**WRITE TODAY FOR PARTICULARS TO FIT INTO YOUR POSTWAR PLANS.
BE READY TO GO IN THIS AREA WHEN THE "STARTING GATE IS SPRUNG!"**

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Established 1902—Incorporated 1910

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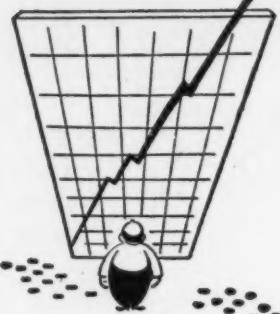
LOUISVILLE
Gateway to the South

MIDDLESBORO

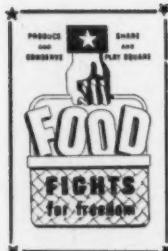
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Secretary-Treasurer
HARRY E. GATZ
Vice President

LEXINGTON
Heart of the Bluegrass

NEW RECORDS...



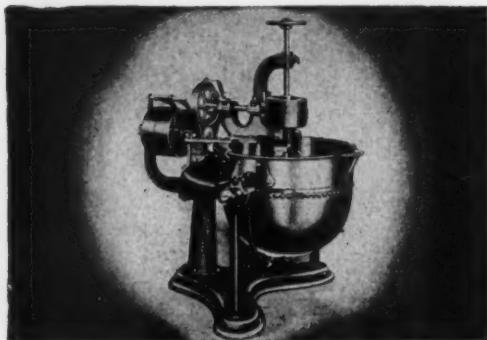
In candy production! Nearly 3,000,000,000 pounds were made during 1944. This is the figure recently released by the National Confectioners' Association. SAVAGE machines played an important part in this tremendous production, helping to keep the sweets rolling to the front lines.



SAVAGE is backing up our fighting men by maintaining the equipment, which carries the SAVAGE name, in tip-top condition so that the manufacture of "fighting food", candy, is not slowed down. SAVAGE maintains a service department, described here, which is ready to help you "keep 'em running!" Our service department was established to help you keep your machines in good repair. SAVAGE machines are built to take hard wear. So, given the added help of constant repair, they will double their lifetime of active service. There's hardly a plant in the industry which does not have some piece of SAVAGE equipment, giving faithful and efficient service.

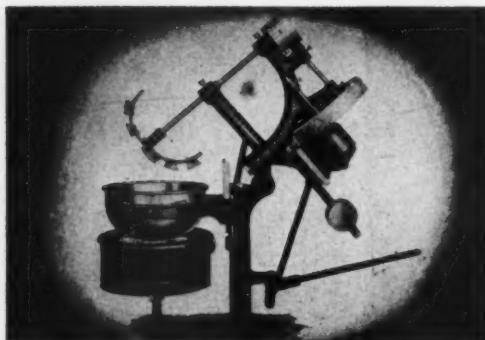
BACK
THE
ATTACK

Buy
War Bonds



TINGLING MIXER. Adaptable for caramel, nougat and coconut batches. Double action agitator. Belt drive or motor drive. Sizes 25, 35 and 50 gallons.

"Candy
Is
A
Fighting
Food!"



PORTABLE FIRE MIXER. Exclusive break back feature. Reduces labor cost. Motor drive only. Gas or Coke furnace. Sizes 12, 17 and 20 gallon capacity.

SAVAGE has given almost a century of service to manufacturing confectioners. This long record of high-quality machinery production plus efficient repair service has made the name SAVAGE synonymous with candy machine quality.

Since 1855



Savage Machines Will Help Speed Your Production.

SAVAGE BROS. CO.

2638 GLADYS AVE., CHICAGO, ILLINOIS

THIS NEW KIND OF SUGAR GUARANTEES CLEANLINESS

From refinery filters to your kettles, Flo-Sweet Liquid Sugar is protected against contamination

Dirt is an insidious enemy that all too often finds its way into food processing through difficult-to-guard channels. Sugar, for instance, is filter-clean when packed in bags at the refinery. But maintaining this cleanliness during transit and storage is sometimes next to impossible.

Lint from the bag fabric often works its way into the sugar. Odors from other products may be picked up in transit. And dirt on the outside of the bags is apt to shake off into the mix when the sugar is dumped out.

Flo-Sweet stays clean

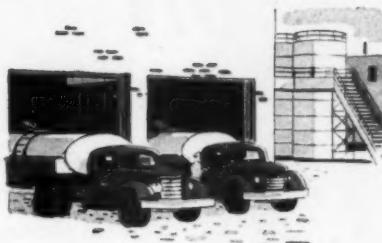
Such contamination is *impossible* with Flo-Sweet Liquid Sugar. Flo-Sweet leaves our filters a highly purified, clear and sparkling liquid, and goes into process at your plant in exactly the same condition. It is protected every inch of the way by a closed pipe line system, and by sealed delivery in stainless steel tank trucks and specially equipped tank cars.

When you use Flo-Sweet, you enjoy the peace of mind that comes from *knowing* that the sugar you put into process is clean.

No fermentation

Some food manufacturers ask us whether Flo-Sweet pipe lines have to be cleaned frequently. The answer is "no." Flo-Sweet is shipped at a high density and handled in a manner that prevents fermentation.

When making your postwar plans, remember that in addition to cleanliness, a Flo-Sweet Liquid Sugar system is the key to many economies and conveniences. For your protection, look into its possibilities today.

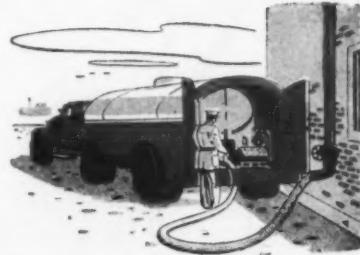


1 SANITARY PRODUCTION

Raw cane sugar is refined by us into different kinds of liquid sugar, and stored in tanks. From these storage tanks Flo-Sweet Liquid Sugar flows directly into specially equipped tank trucks and tank cars for delivery to your plant.

2 SANITARY DELIVERY

Flo-Sweet Liquid Sugar is pumped from the delivery truck into your storage tanks, without any manual handling whatsoever. The unloading connection can be located at any convenient, traffic-free point. An accurate, certified weighing system guarantees exact quantities.



3 SANITARY INTO PROCESS



Flo-Sweet goes into process instantly, at the turn of a valve, as clean as when it left our refinery filters. The change from a dry to a liquid sugar system streamlines your factory operations. In most cases the savings pay for the installation in nine months or less.

FLO-SWEET

LIQUID SUGAR

The trademarked sugar that flows

A product of REFINED SYRUPS & SUGARS, INC., Yonkers 1, N. Y.

ORIGINATORS AND REFINERS OF LIQUID SUGAR

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You can count on lots of things . . . You can count on the sun rising tomorrow . . . you can count on the moon and the stars . . . you can count, too, on our boys showing Hitler and the Nips that Democracy does work, after all.

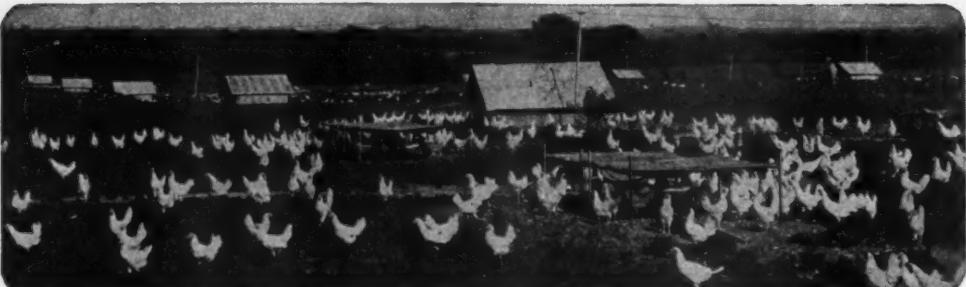
You can count on Tranin quality. You can count on the experience, call it "know-how" if you will, built up through more than twenty years until Tranin has grown to be the largest producer of dried and frozen eggs under one roof . . . and that right in the very heart of the egg laying region of the U. S.



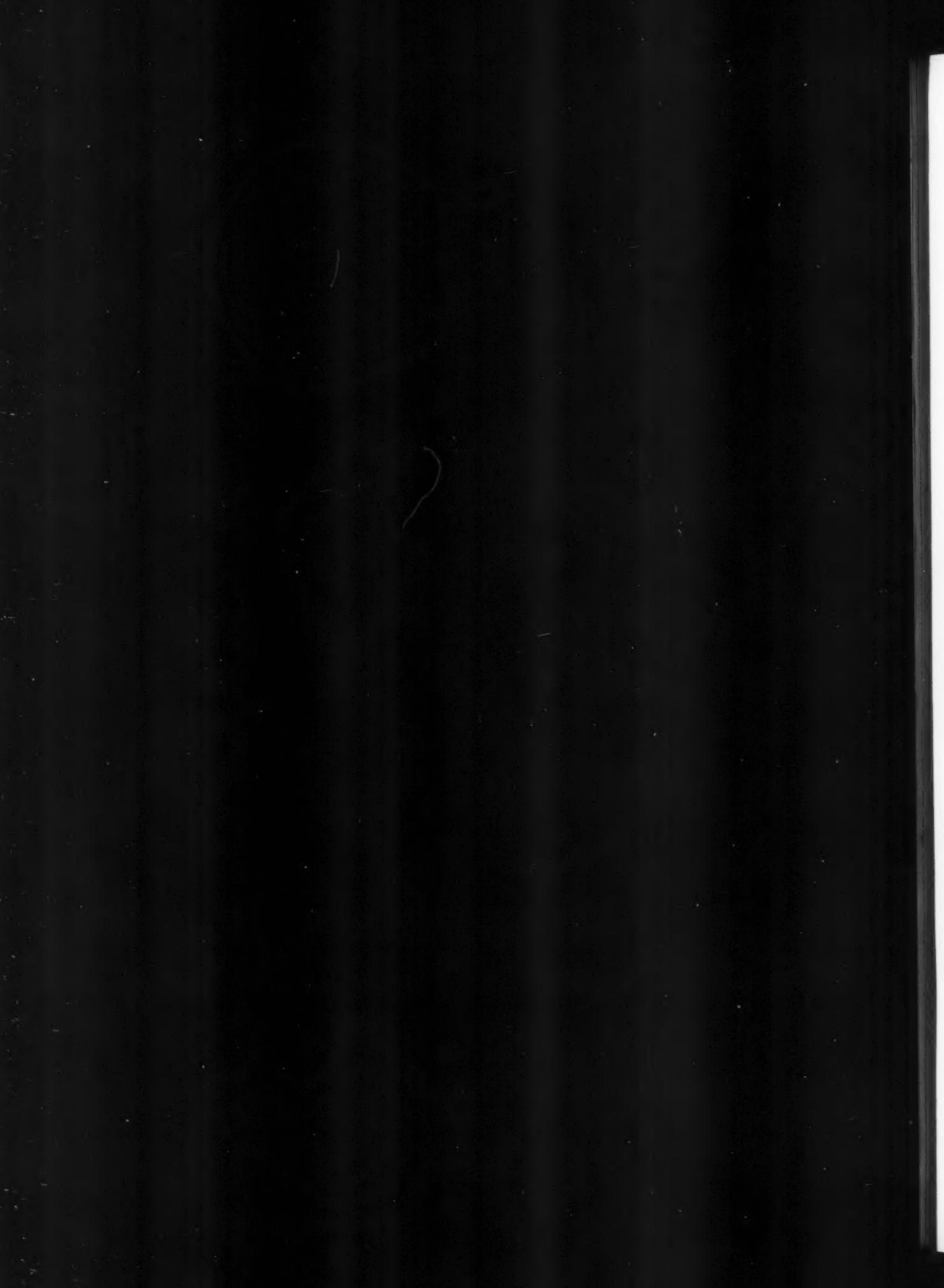
TRANIN'S *Quality* EGGS



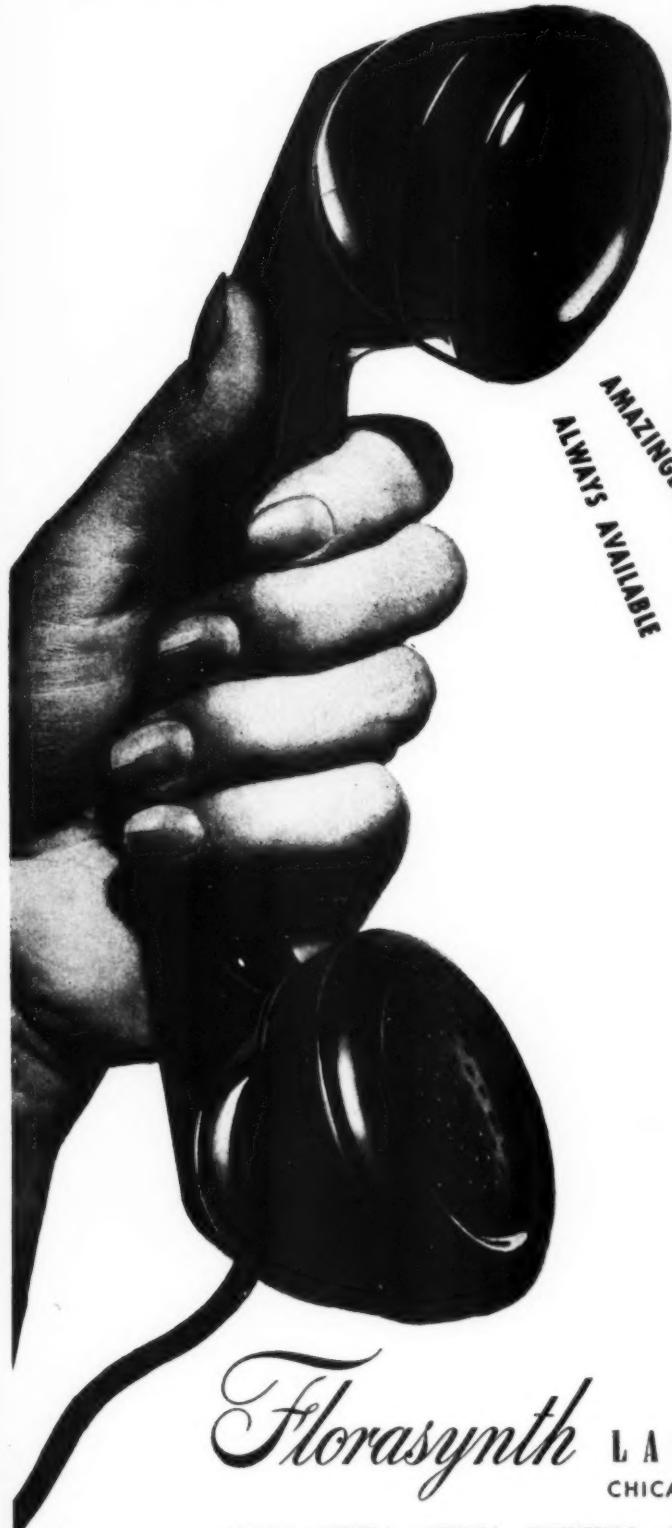
You can count on Tranin Egg Products Company giving you the kind of product that will help you, in turn, to give your customers the kind of quality you like to guarantee.



TRANIN EGG PRODUCTS CO.
217 OAK ST., KANSAS CITY 6, MO.



DIRECT LINE to good flavor



Florasynth

LABORATORIES, INC.

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DALLAS 1 • DETROIT 2 • MEMPHIS 1 • MINNEAPOLIS 2 • NEW ORLEANS 18 • ST. LOUIS 2 • SAN FRANCISCO 3 • SEATTLE 4

Florasynth Labs. (Canada) Ltd. — Montreal • Toronto • Vancouver • Winnipeg

"32" line

IMITATION CONCENTRATED
CANDY FLAVORS

Thirty two wholesome flavors . . .
from Apple through Walnut . . . a
solid line of good taste and aroma.

Try the "32" line

RASPBERRY
and you're bound to soon try
most of the other thirty one.

also

Strawberry • Peach • Tutti
Fruitti • Walnut • Grape
Cherry and other flavorful
favorites



EDITORIAL



Cover Photo, A Sugar Cane Mill, Courtesy of Kenneth L. Fox & Co., Chicago

Research

Frequently, we have heard the remark, "There hasn't been any new candy item developed in the past twenty years: the so-called new items are the result of scrambling some old candies and dressing them differently." Too many of us are prone to quote the old saying, "There is nothing new under the sun." Then, we sit back and relax.

Synthetic rubber, Nylon, the plastics, just to name three examples did not "just happen": research was responsible. Management deserves its share of credit for without the far-sightedness of management, there could be no research program.

The candy industry is made up of large, medium-sized and small-sized plants. Research is only for very large concerns, you say. But is it? The National Research Planning Board reports 2% of gross sales as median expenditure by those concerns having \$1,000,000 gross sales supporting research. Compare that figure against your advertising and sales promotion!

A one-man research staff means a capable individual experienced in industrial research. Both he and his company management must understand the primary function of research—to prepare plans for change and advise management concerning them. The one man can do little or no experimental work: he can get this done by commercial testing laboratories, but he can study and correlate the problems. Research in industry is primarily a creative-advisory function.

THE MANUFACTURING CONFECTIONER has mentioned some of the results of the N.C.A.'s "Research on Candy." (January, 1945). We are glad to learn that this cooperative research program (N.C.A. and U.S.D.A.) is continuing. Cooperation is wonderful and we need more in every industry but we also need individual plant research. All candy must not look alike and taste alike.

Research is a weapon for fighting hazards of obsolescence and lack of research blocks progress. Are the candy makers of America going to rest on their laurels: 2,561,000,000 pounds of candy in 1943 and more in 1944 (official figures are lacking to date) is not the maximum amount of candy which may be produced and sold in

this country, or is it? It is for you, the management, to decide—do you want research or retirement?

Candy

We have read so much about what candy has done and is doing in the war effort that we can't help but wonder. We wonder about the part candy will play in the peace.

In December, *THE MANUFACTURING CONFECTIONER*, presented the Creed for Candy which originated with the N.C.A. Council on Candy. We published this for two reasons—giving the Creed for Candy coveted front cover position: first, because we believe in the Creed and, secondly, because we believe every one interested in candy should be familiar with the Creed. Our reasons were fully justified by the many favorable compliments we have received.

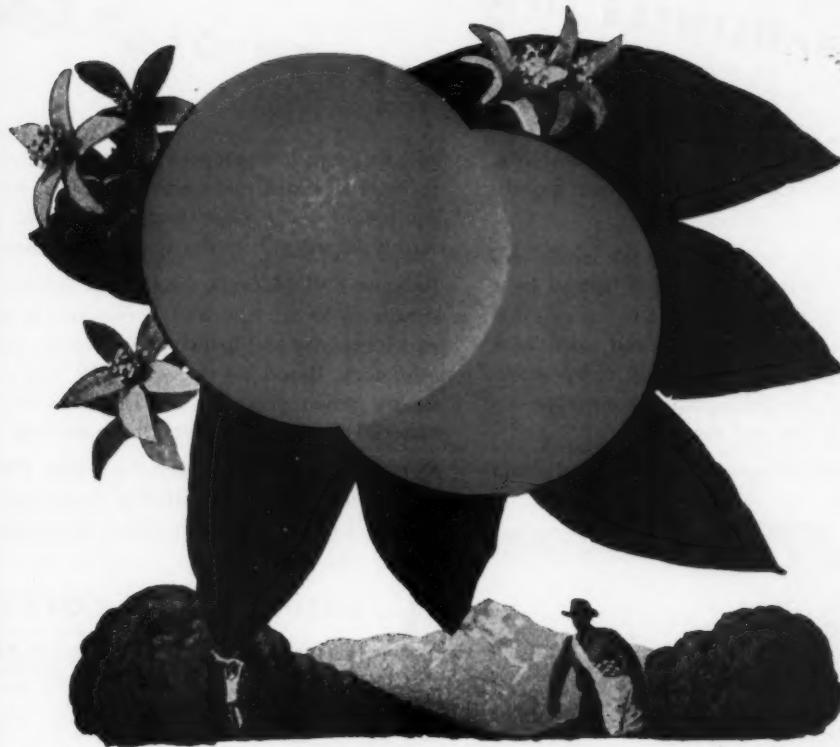
Candy has been called a luxury: perhaps it is, though to us fathers and mothers, it is an essential. What father has not had the privilege of children's hands groping through his pockets for candy? What mother has not been urged by her child to "buy me a piece of candy?" And who among us has not sent some friend a gift of candy at one time or another?

What a dreary world this would be with but the necessities of life! Candy, a luxury—well, so are flowers, sunshine and the smiles of friends.

And what of the countries torn by war and strife these many years, whose children have endured privation, lacking the common joys of childhood? What of the new generation of children in those countries who have never heard of candy?

The Armed Services may be considered as sales ambassadors for American products. We can think of no product other than candy where any greater results of diplomacy have been achieved. The entire world has become acquainted with American candy.

Candy is a food liked by the vast majority of people. Truly, it may be called a 'Universal Food.' The gifts of candy bestowed by our Armed Services abroad among the war suffering populations will surely contribute much towards the peace, which we all trust will soon be achieved.



EXCHANGE ORANGE OIL

First in America for Orange Flavor

Give it all your tests for *quality, uniformity, and strength*. The results speak for themselves! You'll find Exchange Oil of Orange puts more *real orange flavor*

in your products than any other orange oil.

Because it's made only of fruit from the "Sunkist" groves of California...in the largest orange products plant in the world...accepted and reordered by men and women who know orange flavor.

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PRODUCTS DEPARTMENT, ONTARIO, CALIF.

Producing Plants:

THE EXCHANGE ORANGE PRODUCTS CO., ONTARIO, CALIF.

Exchange

**OIL OF
ORANGE**

U. S. P.

Enduro THE ALL-PURPOSE MATERIAL WITH THE CLEANLINESS OF Glass THE STRENGTH OF Steel

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advantage, too. Employees are more inclined to adhere to rules of cleanliness when they are working with equipment that is clean and looks clean. Visitors are visibly impressed by the sparkling, sanitary surfaces. Because ENDURO is tough and hard-surfaced—resistant to wear, rust and corrosion, it cuts maintenance expense and lost time for repairs to an absolute minimum. Based on these factors, you actually save money when you specify this modern all-purpose material for your confectionary-making equipment.

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REPUBLIC STEEL CORPORATION

Alloy Steel Division • Massillon, Ohio
GENERAL OFFICES • CLEVELAND 1, OHIO
Export Department: Chrysler Building, New York 17, New York



For better sanitation and eye appeal, various distributor parts of this chocolate coating machine are made of stainless steel. Postwar plans call for making the entire outside shell of the machine from stainless steel.

Other Republic Products include Carbon and Alloy Steels

New Factory Home of Homer J. Williamson, Inc.



New factory of Homer J. Williamson, Inc. to be located at 1720 East 38th Street—Excavation was started January 17, 1945—Completion date estimated July 1, 1945—Office: 40' x 60'—Factory: 100' x 200'—Two floors and full basement.

Homer J. Williamson, Inc., Indianapolis candy manufacturers, now located at 814 N. Senate Avenue, will move into a new modern candy manufacturing plant at East 38th and Orchard Avenue in July of this year.

Heavy production commitments for the armed forces at home and overseas and expiration of the company's present lease with no suitable building available were factors considered by the War Production Board in granting priority to build a new factory structure at this time.

The new home of the firm, located just east of the Indiana State Fairgrounds on 38th Street, will be modern in every detail, planned to meet the needs of the company in producing candy under sanitary and cleanly conditions. All requirements of federal and state laws for food plants will be met. The location near the intersection of two boulevards and beside Fall Creek makes the location an ideal one from the standpoint of cleanliness and advertising possibilities.

The building will be of steel reinforced concrete construction, faced with cream colored brick and glass blocks. Transparent windows will be added to each section of glass blocks.

The plant structure will be 100 x 200 feet, two stories with full basement, to which will be added the office structure 40 x 60 feet. All heating and processing will be done by steam with oil fuel to completely eliminate smoke and dust. Water used in processing will be from the company's own deep well.

Presently owned equipment will be used in the new plant with additional conveyors for the handling of raw material and the candy in process of manufacture. High-speed wrapping machines will be used in wrapping all penny and 5c bars. In addition to those now owned by the company, others will be added when available.

The company normally employs over 100 workers, but due to the needs of the armed forces and general manpower shortage, the staff is now down to 70 employees.

The business was founded by Homer J. Williamson, present secretary-treasurer, in 1908. The original invest-

ment was \$150.00 in cash and a bicycle borrowed from a friend on which deliveries were made by the founder. Entering the candy business as a jobber, Mr. Williamson later built a small factory which was soon outgrown. Since its establishment the business has occupied four factory buildings, each larger and better equipped than the former.

The business was incorporated in 1927 under its present name. Earl T. Williamson, son of the founder, joined his father in 1937, after completing studies at Purdue University. He is now the company's president and production manager, and has been active in planning the new building, having worked out many of the details of construction and placing of equipment in the new plant.

Leslie Johnston, Joseph O. Jackson, Harry McWilliams, Homer Dunn, Ray Perryman and Chester Crowell are among the employees who have been with the firm from 15 to 28 years. Mrs. Nora Vollrath and Mrs. Sylvia Dyke, in charge of the women employees, have also been with the organization many years.

Among the newer leaders in the business are Jack B. Kitzmiller, plant superintendent; Al Wonders, engineer, and C. C. Hogue, auditor.

The products of Homer J. Williamson, Inc. are sold under the registered trademark, "Williamson's Well-made". Candies are also manufactured for the Tom Huston Peanut Company under their private label. These candies are distributed in thirty-two states but at present 60% of all 5c bar candy is going to the armed forces, mostly overseas.

The post-war plans of the company are to manufacture wrapped 1c and 5c candies only, the principal item being 1c and 5c almond butter toffee.

Full capacity in the new plant is estimated to be between \$2,000,000 and \$3,000,000 per year.

Homer J. Williamson, Inc. considers its group of old loyal employees one of its greatest assets for future success. The company carries at no expense to employees \$1,000 of life insurance for each employee, group insurance covering sickness, accidents and hospitalization and life pension after 65 years of age.

Survey Shows Candy Plant Wage Variations

By
BUREAU OF LABOR STATISTICS

Data relative to the earning of workers in the candy manufacturing industry were obtained by the Bureau of Labor Statistics in a recent survey of 20 establishments in the Boston wage area. All branches of the industry were covered except the manufacture of solid chocolate bars. The 20 establishments comprised approximately three-fourths of all establishments manufacturing candy and other confectionery products in which nine or more workers were employed. The industry is not widely distributed throughout the area, but is concentrated in Boston itself, Cambridge, and in immediately adjacent communities.

The data were obtained by trained field representatives of the Bureau from pay rolls and other plant records for a pay-roll period in April 1944. A standard set of occupational definitions was used throughout the study to ensure uniformity of job classifications. The products of these companies include the standard types of chocolates and confectionery usually sold in one-pound or two-pound boxes, as well as a wide variety of 5-cent

Data Obtained From 20 Plants in Boston, Cambridge, Massachusetts Area

Prepared by William B. Bourne under the supervision of William E. Northey, Regional Wage Analyst. These wage data were made available to the National War Labor Board and its appropriate Regional Board for use in the establishment of wage-rate brackets under the wage stabilization program. THE MANUFACTURING CONFECTIONER is glad to be able to present this material to the candy industry. This is the first study of this kind made by the Bureau of Labor Statistics.

candy bars and so-called penny candy, such as lolly-pops, hard candies, mints and caramels.

The plants varied considerably in size, ranging in employment from 12 to almost 1,300 workers. There were, only four plants, however, employing more than 250 workers; two of these had more than 1,000 workers

AVERAGE HOURLY EARNINGS,¹ SELECTED OCCUPATIONS, CANDY MANUFACTURING, BOSTON, MASSACHUSETTS WAGE AREA, APRIL 1944

Occupation, class and sex	Straight-time hourly earnings									
	Number of establishments		Number of workers		General average		Number of workers		Number of workers	
	Lowest establishment	Highest establishment	ment average	ment average	Number of workers	Number of workers	Plants with over 250 workers	Plants with 51 to 250 workers	Plants with over 250 workers	Plants with 51 to 250 workers
MALE										
<i>Maintenance</i>										
Carpenters, class A.....	3	4	\$1.15	\$1.04	\$1.48	3	(2)	1		(2)
Engineers, stationary boilers (over 100 lbs. pressure).....	3	12	1.15	1.08	1.23	11	(2)	1		(2)
Firemen, stationary boiler, (over 100 lbs. pressure).....	3	12	.95	.85	1.09	20	\$0.96	2		(2)
Maintenance men, class A.....	6	8	.90	.68	1.24			7		\$0.94
Mechanics, class B.....	3	9	.94	.68	1.08	7	(2)	2		(2)
<i>Supervision</i>										
Working foremen, processing depts.....	11	54	1.04	.77	1.25	28	1.08	24		1.00
<i>Processing</i>										
Candy makers.....	18	123	.86	.65	1.18	63	.92	41		.78
Candy maker helpers.....	12	107	.70	.59	.91	52	.73	46		.68
Dippers, machine.....	6	15	.91	.55	1.12	12	.95	1		(2)
Mogul operators.....	5	17	.90	.67	1.17	15	.92	2		(2)
Roasters, (nut or cocoa bean).....	4	7	1.03	.75	1.52	5	.84	2		(2)
<i>Recording and Control</i>										
Stock clerks.....	7	18	.78	.68	.88	13	.80	4		.75
<i>Material Movement</i>										
Truckers, hand.....	8	60	.65	.53	.95	37	.68	21		.61
<i>Custodial</i>										
Janitors.....	11	60	.64	.40	.69	34	.64	25		.64
FEMALE										
<i>Supervision</i>										
Working foremen.....	12	56	.64	.50	.79	4	(2)	46		.65

1—Exclusive of premium payments for overtime and late shift work.

each, one over 300 and another more than 500 workers. There were eight companies employing between 51 and 250 workers and an equal number of smaller companies with an employment of 50 or less. For the most part, the smaller establishments were engaged in the manufacture of the cheaper types of candy. Most of the manufacturers of quality confectionery sold by the pound, were found in the medium-size groups employing from 51 to 250 workers, while the largest companies produced a wide variety of products.

Only three of the establishments covered were unionized, and unionization does not appear to be a significant factor in the wage rate differences. Size of company and method of wage payment, particularly the latter, seem to be more significant in determining wage levels than product differences.

A normal working week of 48 hours was found in 10 establishments, a 40-hour week in six, and weeks of 44 to 46½ hours in the remaining companies. Eight of the plants operated on a five-day week; others worked 5½ or six days. All but one of the companies surveyed paid time-and-one-half for all work over 40 hours a week, and six establishments also paid time-and-one-half for work in excess of eight hours a day.

Only one of the 20 plants operated a second shift for which it paid a differential of three cents an hour. None of the plants reported any established minimum entrance rate for male common labor, but 18 out of

the 20 establishments did report minimum entrance policies for inexperienced workers. In 16 of these, the established minimum entrance rate for women was 40 cents an hour but this same rate applied to men in only five of the 16 plants. Two others had no established minimum entrance rate for men. In the other plants the established minimum entrance rate for men ranged from 45 to 60 an hour, but rates over 50 cents were found in only three establishments. There were two plants which had an established minimum entrance rate of 45 cents for both sexes.

Wage Increases Not Uniform

In 10 of the 18 companies, there were no fixed provisions for increases above the minimum entrance rate. Four establishments provided for an increase of five cents an hour after six months; one company gave an increase of five cents an hour after three months; one 4½ cents an hour after three months and again after six months; one gave 2½ cents an hour after three months and again after six months; and one company which had the highest minimum entrance rate for men, had no automatic provisions for increase for them, but gave the women a 2½ cent increase after two weeks, a similar increase after six months, and two cents an hour after one year's employment.

In general, the establishments surveyed did not work on the six Presidential holidays. One plant paid straight-

AVERAGE HOURLY EARNINGS,¹ SELECTED OCCUPATIONS, CANDY MANUFACTURING, BOSTON, MASSACHUSETTS WAGE AREA, APRIL 1944

Occupation, class and sex	Number of establishments ²	Number of workers	General average	Straight-time hourly earnings				Number of workers	Number of workers	
				Lowest	Highest	Plants with over 250 workers	Plants with 51 to 250 workers			
				establish-lish-	establish-lish-	Number of workers	Number of workers			
				ment	ment	Number of workers	Number of workers			
FEMALE—concluded										
<i>Processing</i>				\$0.51	\$0.40	\$0.58		26		\$0.52
Candy maker helpers.....	6	28	.60	.41	.68	115	\$0.65	269		.60
Dippers, hand.....	13	449	.60	.43	.58	131	.50	40		.48
Dipping machine helpers, feeders and offbearers.....	8	174	.58	.40	.84	445	.62	296		.54
Dipping machine helpers, stringers.....	7	120	.66	.55	.71	8	.61	6	(2)	
Packers, hand (plain or fancy).....	20	820	.82	.57	1.29					
<i>Inspection</i>				.75	.61	.87				
Inspectors, candy.....	5	14	.78	.75	.88					
<i>Office</i>				.56	.50	.60				
Billing machine operators.....	8	14	.65	.58	.78					
Bookkeepers, hand.....	14	18	.67	.50	.90					
Bookkeeping machine operators, class B.....	7	14	.59	.50	.67					
Clerks, accounting.....	4	6	.61	.55	.78					
Clerks, file, class A.....	4	5	.66	.64	.69					
Clerks, order.....	5	11								
Clerks, payroll.....	9	37								
Clerk-typists.....	5	13								
Stenographers, class B.....	11	25								
Switchboard operator-receptionists.....	8	10								
Transcribing machine operators, class B.....	3	6								

1—Exclusive of premium payments for overtime and late shift work.

2—Averages are not shown for fewer than 3 establishments.

time rates for three of the holidays not worked and gave no pay for the others. The other 19 companies did not pay for any of the holidays when not worked. One of the 19 companies paid straight-time rates if employees were required to work on any holiday, another paid time-and-one-half for some holidays worked. One company paid time-and-one-half and two others paid straight-time to workers if they were required to work on local or State holidays.

Paid vacation of one week were allowed to plant em-



The men workers employed as candy makers, who have a variety of skills, are among the higher paid among the processing occupations...

ployees in 13 out of the 20 plants surveyed, including all but one of the medium and large sized companies, so that 90 percent of the workers in the companies studied enjoyed this privilege. In four of these, workers had the option of taking extra pay in lieu of vacation. In seven plants only workers having a year or more of service were eligible, while in four the qualifying service was only six months, and in two others the requirement was two years and three years, respectively. Paid vacations of two weeks were granted to employees having more than the minimum service requirement in six establishments and in one where a year's employment was necessary to qualify for a week's vacation, workers who had been employed for six months were granted half a week.

Average Hourly Earnings

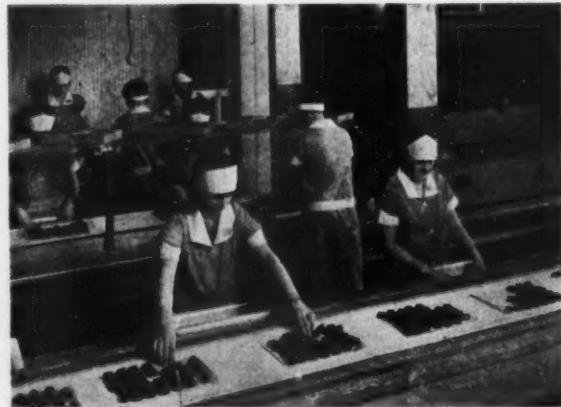
In the attached table general averages are shown for all workers in each occupation found in at least three establishments of the entire group studied and separate averages for the two largest size groups whenever sufficient data were available. In the computation of these averages the data for several plants of small or medium size have been given double weight to compensate for the establishments not covered in the survey. Accordingly, the number of workers shown for each occupation in the table represents approximately the total number of workers in the industry in this area, and in most cases is larger than the number of workers actually found in the companies studied.

Although in most instances separate averages based on product differences would be inconclusive, there are certain occupations which are found to be distributed in the entire group largely on a product basis. For example, machine dippers, and dipping machine helpers are found chiefly in the large companies, where mass production methods are to be expected. Hand dippers, although some are found in the large establishments, are

more characteristic of the medium size companies producing high quality chocolates, but no significant wage differences were observed in this occupation when the averages for the two groups were compared. The occupations of candy-makers and packers are distributed more or less uniformly throughout the entire group and in these cases the factors of size or method of wage payment appear to be the most significant cause of wage rate differences. In the case of working foremen, however, both male and female, the reverse is true, and workers in this occupation, employed by the manufacturers of quality products, show a distinctly higher level of earnings than in the other companies studied.

Dipping machine helpers include feeders and offbearers, and stringers. It was evident from a study of the data and from discussions with company officials that the occupation of stringer involves more skill, and that correspondingly higher rates are paid for this work than for feeders and offbearers. Rates for stringers, therefore, have been presented separately, but rates for feeders and offbearers have been combined, since these two occupations are closely comparable.

In general, wage rates in this industry are comparatively low. This is consistent with the employment in comparatively simple operations of a large number of women workers such as dipping machine helpers, hand dippers, and packers. These occupations include more than two-thirds of the workers found in the selected occupations, and the average rates for them range from 94 to 60 cents an hour. The men workers employed as candy makers, who have a variety of skills, the machine dippers, who are responsible for the operation of these machines, the Mogul operators, and the roasters (nut or cocoa bean), represent the highest skills among the processing occupations, but even for these workers the average hourly earnings are comparatively low, ranging from 86 cents for candy makers to \$1.03 for roasters. In these occupations, however, the workers under incentive methods of wage payment, found chiefly in the large



The employment of a large number of women workers such as dipping machine helpers, hand dippers and hand packers is apparently one of the contributing factors to a low general wage average in the industry.

plants, earn appreciably higher rates. For example, candy makers earned 80 cents when paid as time workers while those working in plants paying on an incentive basis averaged \$1.11 a hour. It will be noted, by way of contrast, that in the most repetitive and lowest paid of the occupations studied, that of feeder and offbearer, the factors of size and method of wage payment have relatively little effect on the reported earnings.



THE Manufacturing RETAILER



Consider the Caramel

By O. CLYDE ASHLEY and W. H. CHILDS

It is common to think of a caramel as being a distinctive type of candy; a more or less soft eating piece with a definite "chew." But there is a little division between a toffee and a caramel, though most of us think of toffees being cooked to a higher temperature.

The very name, caramel, refers to the peculiar decomposition of sugar when heated to varying temperatures, 330-400 degrees F., forming a dark colored product, used formerly extensively for coloring foods. The product is tricky to make uniform.

Just how the name caramel came to be applied to the chewy confection is perhaps, unknown. Certainly, some caramelization occurs in the cooking process, especially so, if milk products are used. Caramels and fudges require more milk and milk products than any other confections.

Milk products are necessary ingredients of caramels. Originally, fresh milk and cream were used exclusively; later, sweetened condensed milk and evaporated milk came into use. Now, the candy maker has a wide choice of milk products which enable him to select his source of material from available supplies. If one item is in scarce

supply, he can usually use another with satisfactory results.

Cream As Butter Replacement

If butter is scarce as it is at present, powdered cream can supply the milk fat necessary for a caramel. Likewise, powdered whole or powdered skim milk (milk solids) provide substitutes or rather offer new uses. The powdered materials have the added advantage of keeping well under storage conditions and require less storage space.

From these powdered milks, simulated products as sweetened condensed or evaporated milks may be reconstituted at will. (Editor's note: See "Production Problems of the Retail Confectioner," by James A. King, THE MANUFACTURING CONFECTIONER, January, 1944).

Even sweetened condensed whey has been found suitable for the manufacture of caramels. (Editor's note: See "Whey—Raw Material for Candy," by B. H. Webb, THE MANUFACTURING CONFECTIONER, March, 1941).

In selecting any of the powdered milk products, try to obtain the highest grade possible. It has been found that dehydrated or dried foods of the highest quality are much better for storage than lower quality

products. While the average retail manufacturer may not plan upon storing or keeping materials for any considerable length of time, it is often true that some materials have a habit of remaining around longer than anticipated. The bacterial count on milk products is indicative of the quality: insist on a low count.

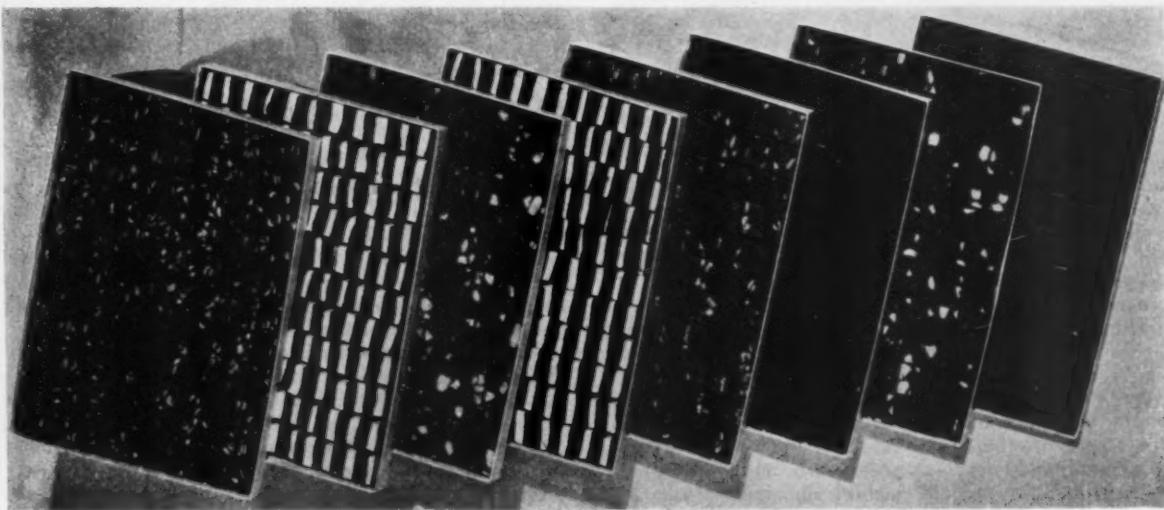
Suggested Formula

From "Analysis Shows Need for Caramel Standards," by Stroud Jordan and K. E. Langwill, THE MANUFACTURING CONFECTIONER, May, 1938, we find great variation in the four types of caramel discussed. One, a high grade retail type caramel is found upon analysis to contain 9.4% moisture, 3.8% protein and 16.0% fat. A formula suggested for its manufacture was given, as

17.5 lbs. granulated sugar
45.0 lbs. whole condensed milk
35.0 lbs. corn syrup
6.0 lbs. coconut oil
5.5 lbs. dairy butter

Quite naturally, a retail type of caramel will not stand up as some caramels produced by the large candy manufacturers. But it does not have to stand up long; its shelf life, like other retail confections, may be relatively short. This is an advantage. (Please turn page 52)

Caramels are always a good seller. The photo below is printed through the courtesy of the
Mrs. Steven's Candy Kitchens, Chicago.



Liquid Sugars In The Candy Industry

By ROBERT WHYMPER

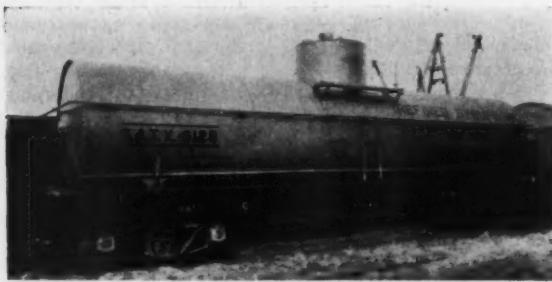
This is the Third article on liquid sugar written especially for THE MANUFACTURING CONFECTIONER. The First one entitled "Liquid Sugar in the Candy Industry" appeared on p. 16, THE MANUFACTURING CONFECTIONER, January, 1945.

Part III. SOME HITHERTO UNCONSIDERED POINTS IN THE USE OF LIQUID SUGARS.

A number of queries arising out of the two previous articles on Liquid Sugars, which seem to have been well received, have been raised by interested parties—most of the queries having to do with the water present in the Liquid Sugars and its bearing on delivery-charges and its evaporation in the Candy Factory.

'Sugar-strength' of Liquid Sugars Solely Determined by Commercial Necessity.

There was a tendency among the enquirers to write of "excessive water" as if they thought that the water might be being sold as Sugar—but that quite definitely is *not* the case. First of all, as soon as the many ad-



Tank-car as used by Refined Syrups and Sugars, Inc.

vantages in the different applications of Sugar in liquid form were appreciated—such as the undisputed greater convenience in handling and the vast superiority over bagged Granulated from the 'sanitary' stand-point—the Refiners had to find the most practical form in which to put these Liquid Sugars on the market, and the first thing was to ascertain the concentration that would allow the Liquid Sugars to remain stable under reasonable commercial conditions—that is to say without fermentation during the hot weather and without crystallization during the cooler months. In the case of pure-Sucrose Liquid Sugar (usually known as No. 1 Syrup), the figure of 66.6% was found to be optimum, while the Liquid Sugars containing Invert Sugar could stand higher concentrations of Sugar-solids up to 79%. These marketing-limitations *solely* determined, and still do, the 'Sugar-strength' of Liquid Sugars; and, if it were com-

mercially possible for the Refiners to raise the concentration, they would certainly have done so.

So far as freight is concerned, there are, of course, limits of distance over which Liquid Sugars can be transported without extra charge over Granulated. But, if we take the Metropolitan Area of New York, for example, there is a delivery-charge of 4 cents for every hundred pounds of Sugar whether it is in the dry form as Granulated or as *dry Sugar-solids* in the Liquid Sugars, so that the amount of water does not enter into the cost of the Sugar at all. But, owing to some peculiar (at present) discriminatory regulations of some railroads (a not uncommon difficulty at first when a new product appears in bulk on the market), an extra freight-charge has to be made for Liquid Sugars over dry Granulated and, even, over Glucose Syrup when longer distances have to be covered. Outside these instances, the Sugar-solids of Liquid Sugars are being delivered at the same freight- or transport-rates at the present time as Granulated Sugar within 450 miles of the Refinery. The writer is inclined to think that the time is not far distant when all such discriminatory freight-rates as those mentioned will be disallowed as unfair, and Granulated Sugar and Glucose Syrup will not continue to hold the present advantage of preferential rates over Liquid Sugars if logic and justice prevail in business.

Cost of Sugar-solids Lower to Purchaser of Liquid Sugars

With regard to the idea that water may be selling as Sugar in Liquid Sugars, any such belief is ridiculous seeing that in No. 1 Syrup the Sugar-solids are 15 cents per hundred pounds below the price of the same weight of solids in Granulated Sugar, and in No. 2 Liquid Sugar the differential is 20 cents—which are no inconsiderable savings to the larger Sugar-users.

When it comes to the Production Managers of Candy Factories, the present writer has no intention of imposing his ideas upon them. But the fact remains that there are very few up-to-date Candy Factories in the N. Y. Metropolitan Area, at any rate, using 5,000 bags or more of dry Sugar each year in the past, that have not swung over to using Liquid Sugars for one or more of the

reasons detailed here and in the writer's previous articles in '*THE MANUFACTURING CONFECTIONER*' on this subject. And, unless we assume a moronic Candy Industry in that part of the country, the change has not been carried out for the bright eyes alone of the Liquid Sugar Refiners.

Use of Pre-heaters

In the case of Hard Candy, a not unusual pre-mix would contain about 76% of solids (mostly Sugar) so that, for the immediate argument, it may be assumed that some 10% more water may have to be boiled-off if No. 1 Liquid Sugar be used instead of Granulated. One may, of course, bring up the concentration of the Liquid Sugar pre-mix by *addition* of some Granulated; and this is often done though, in the writer's opinion, it does away with much of the 'sanitary' advantage of Liquid Sugars. Moreover in this consideration, the cost of a boiler-horse-power per hour is about 1½ cents (in the N. Y. area), and such a relatively low cost of steam reduces the extra cost of evaporating away the extra water to a negligible figure, while the B.T.U.s expended in otherwise dissolving down the dry Granulated in water must be reckoned on the debit side in any such calculation. However, in the course of much experimentation on the large scale, it has been found that the use of pre-heaters, which are coming more and more into this picture as a valuable economic and technical asset, enables the Liquid Sugars to be brought to the kettles or cookers at temperatures around 200°-210° F. when the requisite amount of Corn Syrup (to mention one additional ingredient) can be added without any other change in operation being necessary. In the case of Caramels, as another example, the cream or condensed milk (or milk-solids) or other ingredients can be added just as if Granulated Sugar had been used, and the normal cooking-operation followed, if a pre-heater has been installed. In this way also the time of cooking is reduced.

A good deal must necessarily depend upon whether a steady steam-pressure can be maintained or not as to the exact procedure to be followed in any Candy Factory, but to give cut-and-dried instructions is not only undesirable but somewhat insulting to any Candy Man who knows his business. And it is for this reason that the present writer, who knows the Candy Industry reasonably well and his onions and welfare still better and while recommending pre-heaters, is not going to provide either formulae or methods of procedure for the manufacture of any one or several types of Candy. He would be delighted to advise specifically but he will *not* commit himself generally in this matter of change-over to Liquid Sugars—except to say that, if umpteen Candy Manufacturers can make the change with advantage, as they have done, there are umpteen and more other Manufacturers who can do the same.

Candy Plants that have adopted, or are adopting, continuous processes or have stream-lined, or are proposing to stream-line, their operations are sure bets for Liquid Sugars, and, once the factory is equipped with tanks, pumps and meters for getting the Liquid Sugars simply, quickly and without contamination to the point where he uses the Sugar, neither the old-fashioned nor the most modern Production Manager would ever revert to the painfully costly, laborious and relatively unsanitary system of carrying bags of Granulated, slitting them and dumping them, weighing the Sugar and then having to melt it down with water that once was the mode.

But, returning again to what seems a problem to some persons making enquiries about the use of Liquid Sugars—namely the adjustment of formulae from a dry Granulated Sugar basis to that of Liquid Sugar—the problem is soon solved if it is remembered that 150 pounds of No. 1 Liquid Sugar are equivalent in Sugar-solid content to 100 pounds of Granulated Sugar. Or, if you prefer it, take half as much again of No. 1 Liquid Sugar as the old formula called for Granulated—e.g. 90 pounds of No. 1 Liquid Sugar if 60 pounds of Granulated were formerly used, and so on. Or again, as one very practical Candy Man told the writer—"There is no difficulty at all—just multiply the Granulated Sugar figure by 1½—thus, 75 pounds \times 1.5 = 112.5 pounds of No. 1 Liquid Sugar instead of the 75 pounds of Granulated, of the old formula—and there you are!" If the formula has been properly adjusted for the water in the Liquid Sugar and the above calculation made correctly, the results will be identical whether No. 1 Liquid Sugar or dry Granulated is the Sugar employed.

Liquid Sugars Stimulate Stream-lining

Hand-work (whence the word 'manufacture') and the making of candies by batches are so ancient a practice that, as in many other so-called "kitchen" industries, old ideas are long in dying. Yet we have had continuous cookers and fondant-making plants on the market for many years, but without our fully realizing their poten-



Tank-truck as used by Refined Syrups and Sugars, Inc., for transport of Liquid Sugars.

tialities largely because, so long as *dry* Sugar was the prime raw material, it was impossible to devise a *completely* continuous process of candy-making without first making a Sugar Syrup. The introduction of Liquid Sugars has changed this picture, and, today, one can rely upon tanks of standardized, highly refined and perfectly pure Sugar Syrups which, by the turn of a handle, can be delivered in a moment to any part of the factory desired, cooked and otherwise worked continuously right past the wrapping-operation. The stimulus given to the stream-lining of Candy Plants by the marketing of Liquid Sugars is, therefore, not to be ignored.

It needed a courageous Kaiser to show what could be done in the stream-lining of ship-building operations: it required the equally courageous pioneers of Liquid Sugars to show how the manufacture of Candy could be simplified by eliminating the most acutely restricting bottle-neck.

TECHNICAL LITERATURE DIGEST

The Determination of Tannic Substances In Commercial Cocoa Powders

W. S. Mueller and J. W. Kuzmeski, Jour. Dairy Science, Vol. 27, No. 11 (1944)—The accuracy of Ulrich's ferric chloride precipitation method is questioned. The amount of the ferric chloride precipitate does not measure accurately the amount of cacao purple or other tannic substances in cocoa, partly because the ash content of the precipitate was found to be relatively high. A modification in the method of washing the precipitate has been suggested which lowers the ash content.

Gel-Forming Derivative of Wheat Gluten

Henry C. Reitz, Robert E. Ferrel and Harold S. Olcott, Ind. & Eng. Chem., Vol. 36, No. 12 (1944)—A product has been obtained from wheat gluten by the action of chlorosulfonic acid and pyridine or cold concentrated sulfuric acid. After neutralization, this product (gluten sulfate) has the property of absorbing rapidly 100 to 300 times its weight of cold water to form a firm, odorless, tasteless, nontoxic gel. The use of gluten sulfate as a substitute for scarce natural gums or as a thickening or emulsifying agent in food products is suggested.

Determination of Invert Sugar in Refined White Sugar

H. C. S. de Whalley and W. H. Osborn, Internat. Sugar Jour., Vol. 46, No. 548 (1944)—A rapid, accurate, simple method of determining small invert sugar contents (0.001% to 0.050%) of refined white sugars colorimetrically is described.

Nutritive Value of Soybeans

Dr. Gladys M. Kinsman, Soybean Digest, Vol. 4, No. 12 (1944)—“It can be said that the total nutritive value of the soybean is exceptionally high when it is judged on the protein, fat, vitamin and mineral content and on the use made of these by the human body as far as is known at the present time.”

Proteins Simplified

H. C. Schaefer, Food in Canada, (Part 1,) Vol. 4, No. 10 (1944)—Protein is discussed nutritionally and chemically. A classification of the amino acids, the amino acid content of cereal grains, approximate protein content of the cereal grains, and approximate percentages of amino acids in some animal and plant proteins are given.

Part 2, Vol. 4, No. 11—The nutritional requirements of protein are given. Dehydration sometimes lowers biological value of proteins but this is not true in case of milk; dried skim milk is ranked at the top nutritionally of all dry protein materials. Education in nutrition and food values is needed.

Concerning Vitamins in Confectionery

Ernest J. Clyne, Confectionery Production, Vol. 10, No. 11 (1944)—History of the vitamins is given briefly together with some sources. Post-war plans are to maintain nation's (England) dietary standards, including sufficient vitamins. Heavy fortification with vitamins is a medical problem. The candy manufacturer has access to many new ingredients, valuable because of their high protein, vitamin and mineral content and can produce

balanced lines retaining their charm and added nutritional appeal.

Nutritional Principles in Wartime Food Problems

H. C. Sherman, Chem. & Eng. News, Vol. 22, No. 22 (1944)—General discussion of the nutritional requirements of man features nutritional flexibility. “The total calorie intake has an exceedingly important bearing on the adequacy of the protein supply. With a high-calorie diet the protein intake may be reduced safely to a very low level.”

Mandarin and Tangerine Oils

Dr. Ernest Guenther, Food Industries, Vol. 16, No. 12 (1944)—These oils are discussed from the standpoint of: areas of production, yields, methods of processing (hand or machine pressing) and their usage in industry. Physico-chemical properties of Italian and Brazilian Mandarin Oil and Florida and Brazilian Tangerine Oil are tabulated. The chemistry of many of the constituents of these oils is presented.

The Philippine Sugar Industry

George F. Dudit, Foreign Commerce Weekly, Vol. 17, No. 13 (1944)—THE Philippine Islands, before the war sent us about one million tons of sugar annually, supplying 15% of our sugar consumption. This sugar will be one of the ‘fruits of victory.’ The historical background, sugar production methods, cultivation procedure, tariff concessions, quota restrictions and future trends are discussed.

Roaches in Food Factories

Frederick Burke, Food Manufacture, Vol. 19, No. 12 (1944)—THIS general article deals with roaches in English factories from the disease standpoint, gives general life history and identification of species and discusses problems of control.

Taste and Flavors, No. 1 (3 parts)

Dr. H. A. Showalter, Food in Canada, Vol. 4, No. 12 (1944)—FLAVOR embraces the senses of taste, smell and touch in their various forms. A description of the taste buds on the tongue and nerve fibres of the olfactory surface is given. Fatigue affects the three senses. Deception may be practiced on taste.

Determination of Starch in Sweet Potato Products And Other Plant Materials

Edward T. Steiner and John D. Guthrie, Ind. & Eng. Chem., Anal. Ed., Vol. 16, No. 12 (1944)—A polarimetric method is given for determining starch in plant products. By use of the specific and quantitative precipitation of starch as starch iodide and of uranyl acetate as a protein precipitant, the effect of substances which interfere with most methods have been largely eliminated. This procedure is applicable to materials containing 10% or more of starch on a moisture free basis.

From Fox Holes and Jungles . . . To Waiting Civilian Jobs



Above: Mr. Otto Schnering, founder and president of the Curtiss Candy Company.

Friendly help to GI Joe in making his return to civilian life a happy experience is the keynote of the veterans re-employment and rehabilitation program in force at Curtiss Candy Company of Chicago.

Already, 110 returned service men and women have been put back into civilian employment with the company under the program and out of this number 6 were former employees. The methods which have been used in placing these returned veterans into civilian jobs are a forecast of methods which also will be used in future cases. The company's 1,040 employees now on active duty with the armed forces will be assisted in every possible way in their return to peacetime life, according to Otto Schnering, founder and president of the company.

Since the first Curtiss workers left to serve their country in the armed forces, preparations have been in progress for the time when the boys and girls will be coming home again. During those early days, and from then on, Mr. Schnering has emphasized in his sales, factory and organization meetings that Curtiss had one great desire and that was to return to its ranks every Curtiss employee as well as every other service man possible.

Mr. Schnering called a meeting of the members of the personnel, factory, sales and executives departments for the purpose of formulating a tentative plan for the assimilation of these men and women believing that the time was near at

Our problem of reconverting our fighting men and women into productive civilian workers again is no longer in the future. It is now upon us with the return of many discharged men and women who must be fitted into suitable jobs, whether it be the one they left before they went into service or whether it be for better jobs which their service training has fitted them. The Curtiss Candy Company, Chicago, has prepared the machinery for meeting this problem in their plant and are now putting their plans into effect. The article herewith passes along the general outline of the Curtiss plan and its operation. THE MANUFACTURING CONFECTIONER welcomes further discussion on this subject from other plants who are successfully meeting the returned veteran with the kind of jobs he wants and can do.

hand when some would be returned. Personnel files have been set up by departments and by units to permit interviewers to have all pertinent information about employees as quickly as possible. Departmental canvasses have been made to determine how many service men and women can be absorbed, how quickly, and into just what positions. Job description surveys have been made to see which jobs can be filled by handicapped veterans, and what jobs can be re-engineered to accommodate the handicapped if necessary. Methods have been established to measure new skills and experience which may have been acquired by many men and women during their military service.

Trained Personnel Available

While this ground-work was being done, interviewers and consultants have been trained by the personnel department to understand whatever problems the returning veteran may have, and how to help him in a friendly and practical way to return to civilian working and living. Interviewers have been trained to be able to judge whether the returned veteran wants his old job back, whether he has become qualified during his military service for work requiring higher skill or training, or whether some disability he may have suffered would impair his ability to reassume his old job. Volunteer veterans' sponsors in each department, who themselves are veterans of World War I, have offered to keep a friendly eye on the returned service man after he has gone to work and are ready to give him

whatever help he may need in getting himself adjusted to his job and his unit.

As each former employee returns from military service, he is given an opportunity to see and talk to his former fellow workers and meet with the veterans sponsor in his old department before he discusses details of re-employment with interviewers in the personnel department. This not only gives him a good opportunity to become re-acquainted with some of his former co-workers and supervisors but gives him a chance to get the feel of civilian employment again and to decide whether or not he wants to go back into his old job. In every case the veteran must be satisfied in his own mind that he has been given his old job or a job of equal or better rating.

If the veteran and his counsellors are satisfied regarding his proper placement, details of employment will be of usual routine, except that the veteran is given all advice he needs on the benefits which have accrued to him from his military service, such as pensions for the disabled, hospital care and surgical appliances, vocational training for the handicapped, schools for non-disabled, loans, national service insurance, mustering out pay and travel pay. The benefits which the company has offered for many years, such as Curtiss Group Life Insurance, the Curtiss Group Hospitalization and Accident-Health Plan, the Curtiss Employees' Pension Plan and Trust, the Curtiss Profit-Sharing Retirement Income Plan, Otto Schnering Associates, the Julius Schnering Educational Foundation for Men, and the

Helen Curtiss Schnering Educational Foundation for Women, are also explained to him carefully. Also, a copy of the booklet "Veterans Guide" is presented to each veteran on employment by his veteran counsellor.

The interviewer discreetly brings out facts about the veteran's home conditions, his living quarters and his family, and in all cases of possible distress the company's industrial nurses make calls to ascertain exactly what conditions exist, and, if necessary, what may be done about them.

Studies All Phases of Applicant

After the veteran has finally been placed in his job, the interviewer follows up his record periodically, conferring with his sponsor, department heads, superintendents and fellow workers; seeing to it that cases involving home conditions and social readjustment are followed up by the proper personnel; and continuously working to gain and hold the cooperation of foreman and fellow workmen in helping the veteran adjust himself.

Special care is taken in the case of a handicapped veteran to see that necessary hospitalization is continued and working conditions are proper for his disability.

Veterans who have not previously been employed by the company receive the same treatment and consideration as former Curtiss workers, and if the interviewer does not think that the company offers the right opportunity for the veteran's personality and background he may refer the veteran to the personnel departments of other organizations or to a vocational guidance center for further consultation.

"We believe in taking just as much time with these men who may get into other organizations as with men we actually place in our own company," Mr. Schnering said. "We feel that the first business contacts the returning service man makes as he looks for his first peace-time job are vitally important, and we believe that we have an obligation to make every veteran who comes to us feel that he has been welcomed back to civilian life with consideration and interest."

One GI who had been advised to go into the insurance business made a special trip back to the Curtiss offices after he had kept the appointment made for him by the interviewer to thank the interviewer who had suggested that he go into selling of that type rather than into a large consumer production organization.

Helps GI Get Insurance Job

"You know, I walked up and down the street four times before I got the courage to come in here in the first place," he confessed.

"You're not afraid now, are you?" the interviewer countered. "No," the boy answered, "and I'm very grateful to you for helping me decide what I wanted to do."

Besides operating several candy and food plants, the Curtiss Candy Company has a large national sales organization as well as 10,000 acres of farmland around Chicago. All of these offer many opportunities for the apprentice training of disabled veterans and the company has put its facilities at the disposal of the Government for such vocational training.

For a disabled veteran who wants to enter apprentice training, the Veterans Administration supplements the apprentice wages paid by the company to a figure comparable to the starting wage the company pays at the completion of such training.

Typical of these training programs is one which has been worked out for a sergeant who had been in a service company concerned with getting supplies, food and ammunition to the front lines. He became so interested in transportation that, following his discharge from the Army on account of repeated attacks of malaria, he had little interest in returning to his old employment with another organization.

Will Become Supervisor

He is now being trained to become a shipping supervisor in Curtiss' transportation and shipping department. His apprenticeship, which is of 12 months' duration, includes a month of observation and a month of actual foremanship in each of the following sections of the company's transportation and shipping department—Hard Candy Export, Baby Ruth and Butterfinger Export Shipping, Carload Shipping, Carload Receiving, Interplant Unloading and Receiving, and Order Filling. In addition to his actual apprentice training with the company, he will also receive academic or war training class work in transportation at one of the local universities. Upon completion of his training, he will begin his actual work as a shipping supervisor somewhere in the Curtiss organization.

The company, through Mr. Schnering and other members of the Curtiss organization, has kept in touch with men and women in the armed forces by correspondence. Candy is constantly sent to them where their

addresses are known. Furthermore, Curtiss employees who are serving with the armed forces are fully informed on the company's re-employment program both through a monthly publication, "Curtiss News", that gives them news of the company's activities and the activities of their fellow workers, and through letters from Mr. Schnering. They know that not only will they have jobs to come back to after the war but that the employee benefits they have enjoyed, such as insurance, the pension, retirement and profit sharing plans, and scholarship funds, will still be available for their protection when they return, and that their seniority continues to accumulate while in the armed services.

The company's efforts to build the morale of our armed forces also extend outside the ranks of its employees. It sponsors a camp show that has taken a quiz program to cantonments, hospitals, and service centers throughout the country for the entertainment of men and women in all branches of the service. A radio program has brought greetings from service men and women to their families and sweethearts at home. As each member of our country's fighting forces embarks for foreign service, he or she receives a Baby Ruth candy bar bearing the message: "Good Luck from Curtiss". The company makes heavy contributions of its candy and other food products for use in service centers in cities where it has warehouses and plants.

All of these things count up. Army officers say such continuing influences from home and business make good soldiers better fighters, because they fight that much harder to preserve and come back to the things they left and the peacetime future that they know is being planned for their return.

Curtiss Bars to Marines

Marines fighting at some South Pacific outpost will be well supplied with sweets for a while because of a Chicago candy manufacturer's reaction to the "Pacific Theatre" exhibition at Navy Pier, Chicago, where he became intrigued over the Jungle Outpost scene depicting the hardships confronting Leathernecks overseas. Otto Schnering, president of the Curtiss Candy Company, volunteered to donate 10,000 Baby Ruth candy bars to marines at a real jungle post, expressing the regret that he cannot send every fighting Marine "something that might relieve his hardship or at least contribute to his comfort and pleasure."

Dictionary of Raw Materials

This series began in July and will be available in booklet form when series is completed.

Peaches, Canned

PRIMARY.—Crop year or pack. Kind. Where grown. Sweetened or unsweetened. On sweetened: cold process or preserved. Unsweetened: grade. Halved, sliced or crushed. Solid pack. Made from sound, fresh, unblemished fruit. Free from fermentation (customary swells guarantee). Good color and fine flavor.

Peels, Fruit

PRIMARY.—Crop year or pack. Lemon, orange, grapefruit or citron. Kind or origin (e.g., Leghorn citron, etc.) Grades (prime to extra fancy). Halves quarters or broken pieces. Drained or crystallized. Foreign or domestic cured. Good color and flavor. With or without preservative. Free from fermentation and mold.

OPTIONAL.—Free from exhausted rind. Free from spots. Mark or brand.

Phosphoric Acid

PRIMARY.—A U.S.P., syrupy, odorless, and colorless acid of 85% concentration.

OPTIONAL.—Edible grade. Concentration.

Pignolias, Shelled

PRIMARY.—Crop year. Origin (Toscan, Turkish, Domestic, etc.). Sound, sweet and clean. Free from mold, infestation and refuse. White meats and good flavor.

Pineapple, Dipping (See also Pineapple, Canned)

PRIMARY.—Crop year or pack. Origin. Sweetened or unsweetened. How cut (cubes, wedges or commercial tidbits). Natural or reinforced flavor. Sound, clean, firm and unbroken, free from eyes, specks and cores. Count per gallon. Free from fermentation. Good flavor and light color.

Pineapple, Glace or Drained

PRIMARY.—Year packed. Made from fresh or canned fruit. Slices, fingers or pieces. On slices: Large or small. Sound, firm, unblemished fruit. Free from skins or eyes. Good texture and flavor.

OPTIONAL.—Light color. Maximum sulphur content (For Pennsylvania: Free from sulphur dioxide). Brand.

Pistachios, Shelled

PRIMARY.—Crop year. Origin (Sicilian, Persian, Turkish, Domestic, etc.). Selected or ungraded. Grade (No. 1 Extra Fancy, etc.). Sound, plump and sweet. Greeness of color. Maximum percentage of shells and refuse. Free from mold and infestation. Good flavor.

Prunes

PRIMARY.—Crop year. Kind and origin (dark-fleshed. California or Oregon; or light-fleshed Silver). Size (count per pound). Sun-dried or evaporated (dehydrated). Sound and clean. Free from fermentation, mold and infestation. Firm, perfect (not cracked or burst) fruit. Properly shrunken.

Uniform dryness; free from "bloaters," etc. Tender skins. Free-pitting. Good flavor and texture. Limit of moisture (not over 20%). Mark or brand.

Raisins

PRIMARY.—Crop season. Origin. Kind. Size and grade. Natural or bleached. Seeded, seedless or unseeded. Washed or drycleaned. Sound and clean. Free from fermentation, crystallization, mold and infestation. Firm, perfect fruit. Properly dry. Good flavor. Light color free from stems and refuse. On Seeded: Maximum percentage of unseeded raisins.

Raspberries, Canned

PRIMARY.—Crop year or pack. Kind and origin (e.g., N. Y. State Cuthberts). Red or black. Grade. Sweetened or unsweetened. On Sweetened: Cold process or preserved. Solid pack. Clean, firm and sound berries. Free from fermentation (customary swells guarantee). Free from infestation. Good color and good flavor.

Salt

PRIMARY.—Grade (fineness). Kind (flake or cube). Pure (analysis). With or without 'free-flowing ingredients.' Clean and good flavor.

Slab Oil (See Mineral Oil)

Soda, Benzoate of (See Benzoate of Soda)

Sodium Bicarbonate (Baking Soda)

PRIMARY.—U. S. P.; dry. Minimum yield of carbon dioxide.

Starch (See under Corn, Wheat, etc.)

Strawberries, Canned

PRIMARY.—Crop year or pack. Where grown. Sweetened or unsweetened. On Sweetened: Cold process or preserved. On Unsweetened: Standard, choice or fancy. Solid pack. Grade. Clean, firm, sound berries. Free from fermentation (customary swells guarantee). Good natural color and fine flavor. Free from infestation.

Stearic Acid

PRIMARY.—Grade (single, double or triple pressed). U. S. P. Iodine Value of not over 4. Titre of 136 to 132 degrees F. Fineness. Odorless (or nearly so). Color.

Soybean Protein Derivative

PRIMARY.—Fine powder. Light color. Free from off-odor or flavor. Whipping test. Dry. Usually sold under a trade name.

Soybean Flour

PRIMARY.—Kind as Full-Fat, Medium-Fat or Low-Fat. Fineness. Clean and sound. Free from infestation. Color. Analysis, including vitamin and mineral content. Free from off-odor or flavor. Free from enzyme activity.

Rice Flour

PRIMARY.—Fineness. Clean and sound, free from infestation. Color. Analysis.

Sorbitol

PRIMARY.—Grade (must be of food grade). Bland, sweetish taste and odor. Neutral reaction.



THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

One-Pound Boxes of Assorted Chocolates

CODE 3A44

Marshmallow and Fudge Bar —1½ ozs.—5c

(Sent in for analysis No. 4557)

Appearance of Bar: Good.
Wrapper: Good.
Coating: Dark; Fair.
Center: Fudge; Good.
Marshmallow: Good.
Remarks: We feel that the cereal spoils the eating qualities of the bar. Suggest using the fudge and marshmallow. Bar will be better eating. Coating is not up to the standard used on good 5c bars. Bar now has a gritty texture.

CODE 3C44

Assorted Chocolates—1 lb.—\$1.50 (Sent in for analysis No. 4453)

Appearance of Package: Good.
Box: Too large, slip cover type. Bottom dark brown, top embossed buff colored paper, name in red tied with red ribbon. Outside blue paper wrapper.

Appearance of Box on Opening: Poor.
Number of Pieces: 65.

Coating: Dark.
Color: Good.
Gloss: Fair.
Strings: Fair.
Taste: Good (See Remarks).

Centers:
Almonds: Good.
Cashews: Good.
Filled Chip: Good.
Pecan Chocolate Paste: Good.
Hard Candy Blossom: Good.
Vanilla Caramel: Good.
Kernel Paste: Good.
Molasses Chew: Good.
Nougat: Good.

Orange Cream: Flavor: Good.
Cream: Poor.

Jelly Marshmallow: Fair.
Vanilla Marshmallow: Fair.
Coconut Paste: Not a good flavor.

Lemon Cream: Flavor: Fair.
Cream: Poor.

Cordial Cherries: Good.
Red Jelly: Could not identify flavor.
Vanilla Creams: Flavor: Good.

Cream: Poor.
Nut Glace: Good.
Raisin Clusters: Good.

Orange Peel: Very Tough.
Peanut Cluster: Good.
Peppermint Cream: Flavor: Good.

Cream: Poor.
Assortment: Good.

Remarks: Box and chocolates are not in the class of the \$1.50 a pound chocolates. Box is cheap looking and too large for one pound. A number of pieces were broken and some of the pieces were on top of other pieces. A number of dividers are needed on both layers. Coating is good but not up to the quality used on good \$1.50 a lb. chocolates.

We have found better dipping and strings on 70c and 80c chocolates. Peanut and Raisin clusters do not belong in this priced box. Flavors need checking up in a number of pieces. Cream centers are poorly made. Cream was rough and very short. Pieces with decorations on top were cheap looking.

The Clinic has examined chocolates at 80c the pound that were as good as these at \$1.50 the lb. Suggest that assortment, box, quality, workmanship and packing be checked up and improved if this box is going to be a good seller at \$1.50 the lb.

CODE 3D44

Assorted Chocolates—1 lb.—\$1.35 (Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.
Box: One layer, square, good embossed paper printed in red and black, cellulose wrapper.
Appearance of Box on Opening: Good.
Coating: Dark.
Color: Fair.
Gloss: Very little.
Strings: Molded pieces.
Taste: Fair.
Number of Pieces: 44.
Centers:

Raspberry Cream: Good.
White Cream: Could not identify flavor.

Chocolate Paste: Good.
Coffee Cream: Good.
Strawberry Cream: Good.

Assortment: Too small.
Remarks: Coating is not up to the standard used on chocolates priced at \$1.35 the pound. Suggest a caramel, nougat, jelly and a few nut creams or paste centers to improve the assortment. Tempering of chocolate needs checking up as the shell pieces should have a very high gloss. Highly priced at \$1.35 the pound.

CODE 3E44

Chocolate Taffy Squares —2 ozs.—4c

(Purchased in a drug store,
San Francisco, Calif.)

Appearance of Package: Good.
Size: Good.

8 pieces, wax paper wrappers in a red board tray printed in white,



The Finest Jelly Candies

ARE MADE WITH EXCHANGE CITRUS PECTIN

They're tender, brilliantly clear, never gummy, carry more flavor, stay fresh longer. They're ideal for "bulk packing" and equally at home in the finest fancy packs.

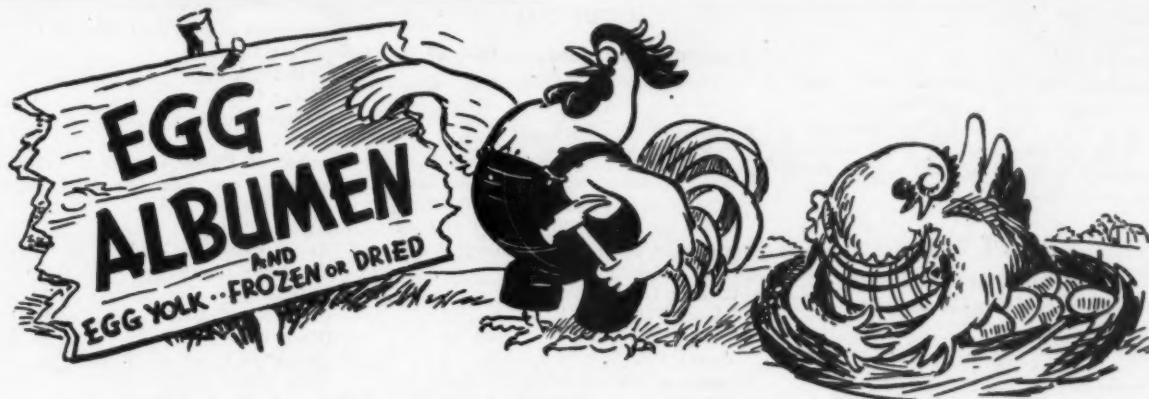
Give anyone a piece of Exchange Pectin Jelly Candy and he always wants more. When your salesman samples it to consumers in a store, *the retailer buys*. Exchange Citrus Pectin Candy, made cast or slab, sets and is ready for "sanding" in a few hours. Cuts production cost. Packs easily in bulk.

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Texas

CHICKASHA
Oklahoma

MCKENZIE
Tennessee

NASHVILLE
Tennessee

overall wrapper of cellulose.
Color: Good.
Texture: Good.
Flavor: Poor.
Remarks: Suggest more cocoa or chocolate be used as piece lacked a chocolate flavor.

CODE 3F44

Assorted Hard Candies —1½ ozs.—10c

(Purchased at a hotel candy stand, San Francisco, Calif.)

Appearance of Package: Good.
Size: Good.
Wrapper: Plain cellulose bag printed orange and yellow paper clip on top.
Colors: Good.
Gloss: None.
Flavors: Poor.
Remarks: Some of the pieces need additional flavor, flavors used in other pieces were not up to standard. Package is highly priced at 10c.

CODE 3G44

Fruit and Nut Bar—1½ ozs.—5c

(Purchased at a hotel candy stand, San Francisco, Calif.)

Appearance of Bar: Good.
Size: Small for a 5c seller.
Wrapper: Glassine printed in red, white and blue.
Color: Too dark.
Texture: Fair.
Flavor: Fair.
Remarks: Not a good eating bar. Had a decided flour taste. Suggest the flour be left out and more nuts and fruits be used, also a good lemon or orange flavor be used to give bar a good flavor.

CODE 3H44

Chocolate Covered Cream Almond Bar—1 oz.—5c

(Purchased in a railroad station, Boston, Mass.)

Appearance of Bar: Good.
Size: Good.
Wrapper: Inside wax wrapper, outside paper band brown printed in red, yellow and white.
Coating: Dark: Fair.
Center: Is a type of biscuit-cracker with a chocolate paste filling.
Color: Good.
Texture: Good.
Taste: Good.
Remarks: A good eating bar. Coating is not up to the standard used on good 5c bars.

CODE 3I44

Assorted Chocolates—1 lb.—\$1.25

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Fair.

Box: Two layer, slip cover, white printed in black and red.
Appearance of Box on Opening: Fair.
Coatings: Light and dark.

Colors: Good.
Gloss: Fair.
Strings: Good.
Taste: See Remarks.

Number of Pieces: 14 light coated, 27 dark coated.

Dark Coated Centers:
Chocolate Mint Cream: Flavor: Good. Cream: Fair.

Cream: Had a strong condensed milk taste.

Red Cream: Entirely too much color. Could not identify flavor.

Pink Cream: Cream: Poor; Flavor: cheap.

Vanilla Cream, Nut Top: Cream: Tough; Flavor: None.

Light Coated Centers:
Maple Cream: Cream: Poor; Flavor: cheap.

Chocolate Cream: Fair.

Assortment: Entirely too small.

Remarks: Very cheap looking box, poorly packed. Pieces are too large for this priced candy. Coatings are not up to the standard used on one dollar chocolates. Cream centers need checking up. Some were tough and some were hard. Suggest a better grade of flavors be used as flavors are not up to the standard used in one dollar chocolates. Fudge pieces are too hard and dry. Suggest more liquor be used in coatings.

Vanilla Marshmallow: Good.

Peppermint Cream: Good.

Light Coated Centers:

Nut Caramel: Good.

Nut Nougat: Good.

Coconut Paste: Good.

Molasses Sponge Stick: Good.

Coconut Cream: Good.

Vanilla Marshmallow: Good.

Nougat: Good.

Vanilla Caramel: Good.

Pecans: Good.

Fruit and Nut Paste: Good.

Nut Cluster: Good.

Jordan Almonds: Good.

Assortment: Good.

Remarks: Very good packing. Coatings lacked a good chocolate taste. Dipping was very carelessly done, some pieces did not have a string. Cream centers need checking up. Some were tough and some were hard. Suggest a better grade of flavors be used as flavors are not up to the standard used in one dollar chocolates. Fudge pieces are too hard and dry. Suggest more liquor be used in coatings.

CODE 3K44

Assorted Chocolates—1 lb.—\$2.00

(Purchased in New York City)

Appearance of Package: Fair.

Box: One layer, yellow embossed paper tied with a red ribbon, name in oval panel, yellow glassine wrapper.

Appearance of Box on Opening: Good.

Coating: Dark.

Color: Good.

Gloss: Good.

Strings: Good.

Taste: Good.

Number of Pieces 46, one unwrapped caramel, one unwrapped chocolate caramel.

Centers:

Raisin Cluster: Good.

Tingling: Good.

Fig: Good.

Chocolate Coffee Paste: Good.

Glace Cherries: Good.

Chocolate Caramel: Good.

Fruit Paste: Good.

Orange Peel: Good.

Nut Taffy: Good.

Kernel Paste: Good.

Nut and Fruit Paste: Good.

Chocolate Paste: Good.

Prune: Good.

Chocolate Paste Truffle: Good.

Vanilla Caramel: Good.

Chocolate Caramel: Good.

Assortment: Fair.

Remarks: Very cheap box for this priced candy. Quality of the coating and centers is good. Chocolates are highly priced at \$2.00 the pound. Suggest that some of the following pieces be added to improve the assortment: Almonds, pecans, cashews, filberts, hard candy nut pieces, chewy nougat, a few good cream centers, a good jelly piece and a few nut caramel or chewy pieces.

Quality Will Be Of Utmost Importance In Your
Post-War Products



Merckens Chocolate Co. Inc. Buffalo 1, N. Y.

BRANCHES AND WAREHOUSE STOCKS IN
BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND.

The advertisement features four star-shaped highlights arranged in a cross pattern, each containing a product name and a descriptive word.

- Top Left Star: **Confectioners Starches** (containing the word **QUALITY**)
- Bottom Left Star: **Confectioners Crystal 3 Star Corn Syrup** (containing the word **UNIFORMITY**)
- Top Right Star: **Cerelose... dextrose Sugar** (containing the word **SERVICE**)
- Bottom Right Star: **CORN PRODUCTS SALES CO.**
17 BATTERY PLACE, NEW YORK 4, N. Y.

**It Will Save YOU Money to
Contact ME Before Purchasing**

Any Type of Egg Products

FROZEN—DRIED—SHELL

**WHOLE EGGS—45 SOLID PLAIN YOLK—NOODLE YOLK
SUGAR YOLK—WHITES—DRIED YOLK—ALBUMEN**

I can furnish any type of inspection you desire.

*U. S. Veterinary Corps, *A. M. A., *Government Resident.

Write Today for Prices and Information

H. E. EDSON

110 N. FRANKLIN ST.

CHICAGO 6, ILL.

CODE 3L44

Assorted Chocolates—1 lb.—\$2.00

Sent in for Analysis No. 4559

Appearance of Package: Good.

Box: One layer type extension edges. Blue printed in silver and red cellulose band.

Appearance of Box on Opening: Fair.

Coating: Dark.

Color: Good.

Gloss: Good. See Remarks.

Strings: Fair.

Taste: Good.

Number of Pieces: 49.

Centers:

Nut Buttercream: Center: Dry and lacked flavor.

Vanilla Taffy Chew: Fair.

Pecans: Good.

Twin Almonds: Good.

Vanilla Creams: Fair.

Coffee Creams: Fair.

Lemon Cream: Cream: Fair; cheap flavor.

Orange Creams: Poor flavor.

Raisin Clusters: Good.

Dates: Good.

Assortment: Entirely too small.

Remarks: Centers need checking up. Creams are poorly made. Suggest a better grade of flavors be used. Assortment is too small. Suggest the following pieces be added to the assortment—a good chewey nougat, a few good nut toffees and crunch, caramels, a few good chewey pieces and more nut meats. Quality of the candy is in the 60c and 70c a pound

class. Box is too large for one pound of chocolates. Suggest a few dividers to be used to keep pieces in place as some had turned over and a number of pieces were badly scratched.

CODE 3M44

Assorted Chocolates—1 lb.—\$1.00

Sent in for Analysis No. 4558

Appearance of Package: Good.

Box: Cream color, printed in maroon and gold. Two layer, full telescope type, cellulose band.

Appearance of Box on Opening: Fair.

Coating: Dark.

Color: Good.

Gloss: Fair.

Strings: Fair.

Taste: Fair.

Number of Pieces: 56, two pieces $\frac{1}{2}$ dipped green acorns, 2 Jordan almonds.

Centers:

Dark Fruit Paste: Could not identify any fruit flavor: fair.

Chocolate Nut Caramel: Had a scrap taste.

Vanilla Marshmallow: Good.

Vanilla Caramel: Very chewy.

Jelly and Marshmallow: Could not identify flavor in jelly.

Molasses Chew: Fair.

Caramallow: Good.

Coconut Cream: Fair.

Orange Cream: Fair.

Pink Cream: Could not identify flavor.

Jelly: Could not identify flavor.

Chocolate Paste: Good.

Peanut Nougat: Fair.

Cordial Cherry: Good.

Pistachio Nougat: Fair.

Almonds: Good.

Peanut Cluster: Good.

Walnut Pieces: Good.

Raisin Cluster: Good.

Jordan Almonds: Fair.

Acorns: Good.

Assortment: Fair.

Remarks: Suggest that flavors be checked up and a better grade of flavors be used in this priced candy. Poorly made centers. Creams were short and coarse. Nougat was too short, fruit paste very cheaply made. Chewey pieces and caramels lacked butter or fat. Cheap coating for one dollar chocolates. The Clinic has examined much better chocolates at 70c the pound.

CODE 3N44

Assorted Chocolates—1 lb.—59c

(Purchased in a cigar store,
Boston, Mass.)

Appearance of Package: Good.

Box: Two layer, full telescope type, buff color, printed in brown.

Appearance of Box on Opening: Good.

Coating: Light and Dark.

Colors: Good.

Gloss: Good.

Strings: Good, for this priced candy.

Taste: Fair.

Success means *Something*



For over 25 years food and candy manufacturers have thought first of Peacock Brand when they thought about color. And for these discriminating manufacturers it wasn't necessary for them to think of anything else, because Peacock Brand Certified Food Colors have established a reputation for brilliance in true, natural food colors—plus uniformity and purity.

Peacock Brand Certified Food Colors give greater eye appeal—help establish *initial* sales, and turn first sales into *repeat* sales from then on.

Get the extra advantages that Peacock Brand Certified Food Colors give you. Get them from your nearby jobber or supply house. Or write us for any color problem you may have—the Stange research staff will gladly give you all the help you need.

Wm. J. Stange Co.
2539 W. MONROE ST., CHICAGO 12, ILL.



Number of Pieces: 18 dark coated, 3 light coated, 1 cellulose wrapped vanilla nut caramel, 1 cellulose wrapped fruit and nut nougat.

Dark Coated Centers

Orange Creams: Good.
Vanilla Creams: Good.
Mint Creams: Good.
Maple Cream: Good.
Vanilla Caramel: Very tough.
Raspberry Cream: Poor flavor.
Pink Cream: Could not identify flavor.
Light Yellow Cream: Could not identify flavor.
Condensed Milk Cream: Fair.
Chocolate Nut Caramel: Very hard and tough.
Nut Nougat: Good.
Light Coated Centers:
Nut Nougat: Good.
Chocolate Caramel: Fair.
Cellulose wrapped Fruit and Nut Nougat: Too hard.
Cellulose wrapped Nut Caramel: Good.
Assortment: Fair.

Remarks: Suggest a few hard candy centers be added to improve the assort-

sortment. Some of the flavors need checking up as they are not up to standard. Caramels and nougats are cooked too high. The Clinic has examined far better assorted chocolates at 60c the pound. Most of the pieces are too large.

CODE 3044

Assorted Chocolates—1 1/4 lb.
—\$1.90

(Purchased in a bakery store,
San Francisco, Calif.)

Appearance of Package: Good.
Box: One layer, extension type, blue flowered paper, large ribbon bow in center, name in gold. Outside wrapper of brown paper.
Appearance of Box on Opening: Good.
Coatings: Light and dark.
Colors: Good.
Gloss: Poor.
Strings: Fair.
Taste: Fair.
Number of Pieces: 20 dark coated, 11 light coated.
Dark Coated Centers:
Orange Creams: Good.

Mint Paste and Marshmallow: Good.
Vanilla Caramel and Jelly: Good.
Pink Cream: Could not identify flavor.



CLOVE OIL

Clove oil finds its biggest use in hard candy. It is also good for clove mints, and used in chewing gum sometimes as a blend with cinnamic aldehyde. It may be used in chocolate coatings to develop a distinctive flavor.

At Lueders' we make our own distillation of clove oil, U.S.P. XII G. L. from (Zanzibar) buds. We invite you to consider our clove oil as a flavor improvement to your candy line.

Established 1885

**George
Lueders
& Co.**

**427-29 Washington Street
New York 13**

CHICAGO SAN FRANCISCO
510 N. Dearborn Street 56 Main Street
MONTREAL, CANADA, 361 Place Royale
Repr. in Philadelphia and St. Louis
Los Angeles and Toronto

The 1945 Production of "PEARL WHITE" CUBAN REFINED SUGAR



Sugar
Economists
and Brokers



will be sold in the U. S. exclusively by

B. W. DYER & COMPANY

120 Wall Street, New York 5, N. Y., Phone: WH 4-8900

Cable: DYEREYD, N. Y.

FLAVORS BY DREYER

For a really fine
Strawberry flavor try our
**CONCENTRATED IMITATION
STRAWBERRY**
FOR HARD CANDY
\$8.00 Gal.
Use 1 1/2 oz. to 100 lb.
batch candy
Samples on Request

FLAVOR BASES

P.R. DREYER INC.
119 WEST 19th ST., NEW YORK, N.Y.

CANDY TIED WITH
Ribbons
Means More Sales
Satin • Messaline
Patriotic and Novelty Ribbons
Rib-O-Nit
Ready-Made Bows • Rosettes
Largest Stock in the Middle West

R. C. TAFT CO.
429 W. RANDOLPH CHICAGO 1, ILL.

--- FLAVORS ---

ESSENTIAL
OILS



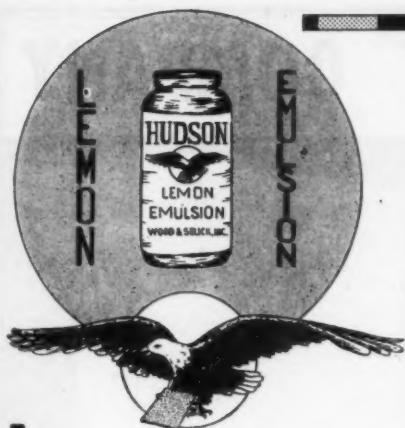
AROMATIC
CHEMICALS

We highly recommend our
**GENERAL LINE OF
CONFECTIONERS'
FLAVORS**

Prices and Samples Upon Request.

COMPAGNIE DUVAL
Division of S. B. PENICK & CO.
50 Church St. New York 7, N. Y.

THE MANUFACTURING CONFECTIONER



HUDSON LEMON EMULSION

**compares with Lemon Extract because of
the following characteristics:**

1. There is no flavor in Alcohol. Alcohol is expensive because it is highly taxed.
2. When you buy Lemon Extract you pay for the Oil of Lemon which you use and also the Alcohol which you waste.
3. When you buy Hudson Lemon Emulsion you pay for the Oil of Lemon which you use and the economical gum emulsifier which protects that oil.
4. You get twice as much of the identical flavor for half the cost.

Write today for a trial order

WOOD & SELICK, Inc.

36 Hudson St.

New York 13, N. Y.

Branches: Chicago, Baltimore

Half an apple...
is better than none!

NUTRL-JEL

Powdered Pectin for
making jams, jellies,
preserves

CONFECTO-JEL

A powdered Pectin
product for making
better Jellied Candies

APPLE VINEGAR

and other Apple
Products

Uncle Sam's requests for Apple Pectin must be met . . .
the balance of our output we divide among our
customers . . . and we appreciate your patience and
forbearance . . . we hope that before another
apple crop is ripe on the trees we can again offer you
the other half of the Speas Apple.

PLANTS IN APPLE REGIONS FROM THE ATLANTIC TO THE PACIFIC

SPEAS COMPANY

General Offices

Kansas City, Missouri

ECONOMY EQUIPMENT COMPANY

Manufacturers of

LUSTR-KOOLD Tunnels

Air Conditioners

ECONOMY Belturns

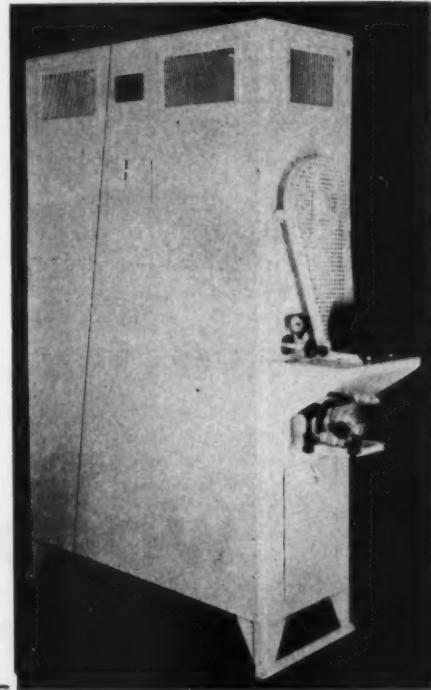
Sandwich Coolers

Special Conveyors for Cooling

Right: Air Conditioning Unit

**152 W. 42nd Street
NEW YORK 18, N. Y.**

**2027 W. Grand Ave.
CHICAGO 12, ILL.**



Vanilla Cream: Fair.
Half dipped Mint Paste and Marshmallow: Good.
Pink Jelly: Could not taste any flavor.

Peppermint Cream: Good.
Vanilla Caramel: Good.
Chew: Stuck to the teeth.
Orange Colored Jelly: Very poor jelly, could not identify flavor.
Cream: Could not identify flavor.
Vanilla Cream and Paste: Very cheaply made piece. Could not identify flavor.
Maple Cream: Rank, cheap flavor.
Mint Cream and Caramel: Cream: Poor. Flavor: Fair.

Light Coated Centers:
Pink Whipped Cream: Could not identify flavor.
Vanilla Caramel: Good.
Maple Cream: Very cheap and rank maple flavor.
Bitter Almond Chew: Fair.
Orange Cream: Fair.
Assortment: Fair.

Remarks: Pieces are entirely too large. We have found better coatings on 60c a pound chocolates. Creams are poorly made. Candy is not good eating unless the flavors are good. Flavors used in these centers are the cheapest that the clinic has tasted in a long time. Most jellies were poorly made and very cheap in quality. We have examined better chocolates at 60c the pound. Suggest the better coat-

ings be used and centers and assortments improved if this box is going to stay on the market. Very highly priced at 1 1/4 lbs. for \$1.90.

CODE 3P44 Assorted Chocolates—1 lb.—75c

(Purchased in a department store, Philadelphia, Pa.)

Appearance of Package: Good.
Box: Two layer, full telescope type, printed in a Patch Quilt design.
Appearance of Box on Opening: Fair.
Coatings: Dark and light.

Colors: Good.
Gloss: Fair.
Strings: Fair.
Taste: Good.

Dark Coated Centers:

Raspberry Cream: Flavor: Good. Cream: Slightly dry.
Molasses Chips: Good.
Orange Cream: Good.
Chocolate Cream: Good.
Lemon Cream: Flavor: Fair. Cream: Slightly dry.
Nougat: Good.
Coconut Cream: Good.
Vanilla Caramel: Good.
Maple Pecan Cream: Good.
Vanilla Cream: Slightly dry.
Buttercream: Slightly dry.
Coffee Cream: Good.
Jelly and Marshmallow: Good.
Vanilla Pecan Cream: Good.
Nut Buttercream: Good.
Peppermint Cream: Good.

Light Coated Centers:
Chocolate Nut Cream: Good.
Chocolate Nut Fudge: Good.
Nut Crunch: Good.
Molasses Peanut Butter Chip: Good.
Nut Taffy: Good.
Caramel Nougat: Good.
Caramels: Good.
Assortment: Good.
Remarks: The best box of chocolates at this price that the Clinic has examined in some time. Quality is very good. Suggest the cream centers be checked as some of them were slightly dry. Pieces were slightly scratched, suggest a divider be used on top and bottom of box.

CODE 2Y45 Nut Toffee—5 ozs.—35c

(Purchased in a drug store, Chicago, Ill.)

Appearance of Package: Fair.
Box: White folding, printed Mission Scene in orange, brown. Name in blue. Cheap looking box. Cellulose wrapper. Candy is a brittle with puffed rice and small pieces of peanuts.

Color: Good.
Texture: Fair.
Taste: Fair.
Remarks: A poorly made brittle, sticks to the teeth and poorly flavored. The Clinic has examined peanut brittle at 25c the pound that was superior in eating qualities than this brittle.

One Day Meetings Will Replace NCA Convention

One day meetings in four key cities have been suggested as a wartime replacement for the 1945 NCA Wartime Conference and 62nd Annual Meeting by NCA Directors to conform with the recent ODT ruling on conventions.

Tentative plans are being formulated for a series of local meetings in Boston, April 17; New York, April 19; Philadelphia, April 20; and Chicago for which no date has been set. Probable topics of discussion will include current raw material problems; report of the Distribution Survey, and Postwar Planning activities; Manpower; Government Relations and Regulations; Research and other subjects as may seem appropriate.

Labor Cut to Hurt Industry

The War Manpower Commission's recent ruling, cutting the number of employees in Chicago area unclassified plants by 10 percent, all to be levied against the total of male workers, may make it impossible for manufacturers to continue supplying candy in sufficient volume to serve the demands of the armed forces and workers in critical industries. Highlighting these demands on the industry are the supplying of more than 300,000,000 five-cent candy items set aside each month for the QM at Jersey City and millions of pounds of ration and issue candy.

Philip P. Gott, president, National Confectioners' Association, thus epitomized the emergency facing candy manufacturers in the Chicago area in a meeting February 13, attended by about seventy-five members of the local candy industry and representatives of the WMC, WFA and WPB and the Army and Navy.

Present as guests of N. C. A. and participating in the discussion of the problems faced by the manufacturers were David Revzan, regional chief, division of program requirements, WMC; Col. John Gage, executive officer, Chicago QMC Depot; Lawrence H. Jacobson, deputy director, Illinois state office, WMC; Lt. Col. A. Harry Brawner, G. S. C., director, Labor branch, Sixth Service Command; Lt. Com. G. E. Slocum, (S) U. S. N. R.; Frank H. Abeln, manpower and labor division, WFA; Harvey C. Myers, deputy director, Illinois state office, WMC; W. H. Williams, supervisor, local office No. 6, WMC, and Louis H. Sabella, field representative, WMC.

Distribute British Cocoa Report

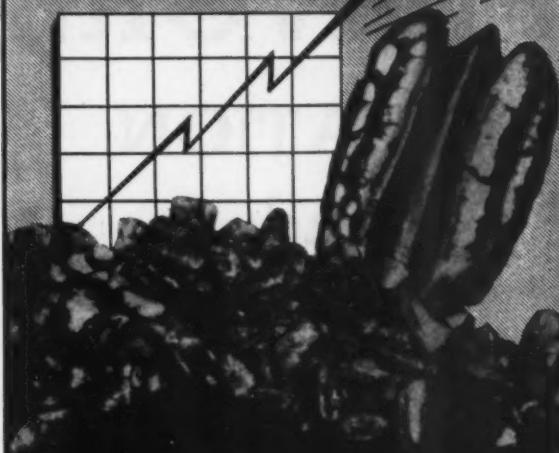
The Memorandum by the Cocoa Association of London, Ltd., on the "Report of Cocoa Control in West Africa 1939-1943 and Statement of Future Policy" presented to Parliament in September, 1944 has been distributed recently by the courtesy of the Cocoa Merchants' Ass'n of America, Inc.

This is a 19 page document consisting of two separate parts; report of cocoa control and outline of policy proposed to come into operation on October 1, 1945.

The British Government's proposal for government control of purchases and distribution of West African cocoa production has not been favorably received by American or British interests. It is claimed that the program aiming to prevent excessive price fluctuation thereby assuring a permanent and stable market for the West African producers is unworkable. The program is declared detrimental to every section of the cocoa industry including the producer as well as adverse to public and national interests.

American interests have appointed a group to study the possibilities of cocoa production in the Western Hemisphere in order to maintain free enterprise.

Use FUNSTEN PECANS Today



To INSURE SALES TOMORROW

Candy manufacturers are enjoying a seller's market today. Under today's easy-to-sell conditions it is possible to lose sight of this important truth—*customer satisfaction is the most valuable asset any business can have.*

Using Funsten Pecans now means building a quality-conscious customer group who will continue buying your extra delicious pecan candies later. The most desirable trade to cultivate.

FUNSTEN PECANS add to taste appeal—subtract from production costs. There is practically no waste. The seventeen sizes of halves and pieces permit unlimited production possibilities. And special processing, uniform quality, low moisture content, fewer shrivels reduce sorting and inspection costs.

VITAMINS: Funsten Pecans are good source of Vitamin A and B¹. Also iron.



R.E. Funsten Co.

1515 DELMAR BLVD. ST. LOUIS, MO.



FLAVORS IMITATION and TRUE

● **Unsurpassed imitation flavors that will positively delight the most critical taste...**

**IMITATION RASPBERRY
IMITATION STRAWBERRY
CONCENTRATED MAPLE
IMITATION ANISE
IMITATION CASSIA**

Also these true flavors . . .

**OIL OF ORANGE
OIL OF LEMON
OIL OF CASSIA
OIL OF ALMOND
OIL OF ANISE**

We are ready to supply ALL flavors used by the candy industry. Our Spanish and French essential oils (we are direct importers) conform to U. S. Government standards for purity and flavor.

● Try us for quality, price, delivery, better service. Let us quote on your requirements.

Edward Remus & Co. Inc.

11, West 42nd Street

New York 18, N. Y.

CABLE ADDRESS: EDSUMER, NEW YORK

TELEPHONE: CHICKering 4-4382

FACTORY & WAREHOUSE
607 West 43rd Street
NEW YORK, N. Y.

WESTERN OFFICE
908 Central Street
KANSAS CITY, MO.

CONFECTIONER'S BRIEFS

Mr. J. Edgar Smith has sold his interest in The Victory Candy Co., 317 E. Second St., Tulsa, Okla., and has purchased The 46th Star Candy Kitchen, 203 S. Main St., Tulsa. The 46th Star Candy Kitchen was established in 1907 when Oklahoma became the 46th State in the Union. It has been in continuous operation since and for the past 25 years it has been operated by Mr. W. M. Birbilis who is now retiring.

Mr. John Godston is now president of the American Caramel Co., Lancaster, Pa. Mr. Harry A. Winterknight, Jr., formerly president of the company has resigned.

Thanks to the telephone service, Lt. H. C. Hogan, Jr., whose father is vice president of Confections, Inc., recently talked with his parents over a special circuit. His father took the call at the Red Oak, Iowa plant and his mother took the call in Chicago. Lt. Hogan phoned his parents from Hawaii to say he was on leave and en route home. Previously, Lt. Hogan had been declared missing in action after his plane had been shot down over Clark Field at Luzon.

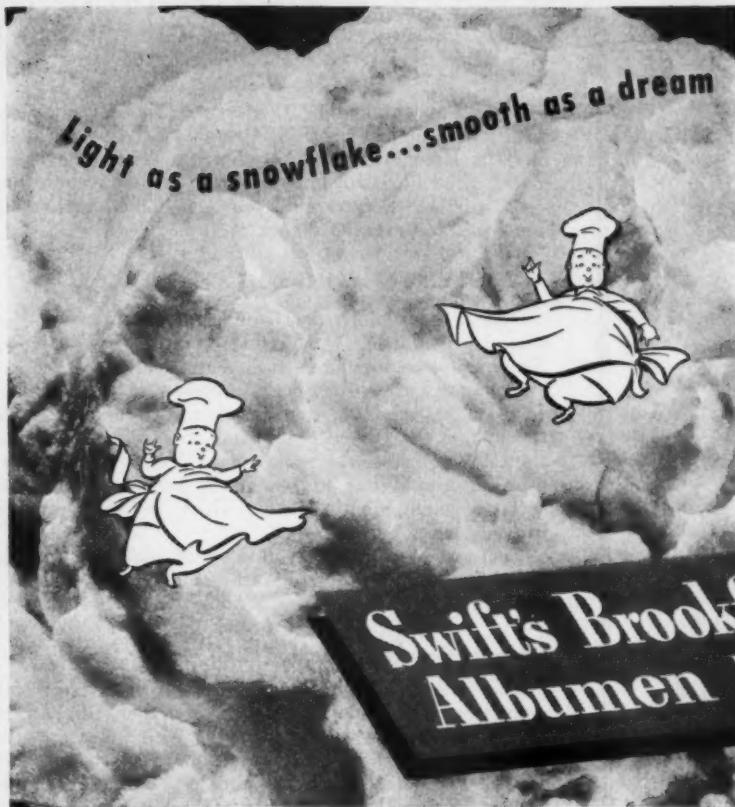
Mr. Arno M. Garns has purchased the interest of his father, J. B. Garns, in the Garns Candy Co., 414 S. Main St., Auburn, Ind. Mr. J. B. Garns expects to devote his time in the future to his farm. The Garns Candy Co. was established in 1919 by Mr. J. B. Garns, a salesman for a candy manufacturer at Bryan, Ohio. Mr. Arno M. Garns became associated with his father in the business in 1925 as a partner and the business has continued along the partnership lines from that time. The company has handled candy, fountain syrups, paper goods and school supplies and when quotas on candy were reduced due to wartime conditions, a line of food items was added to maintain the sales volume. The salesmen of the company cover seven counties, four in Indiana and three in Ohio.

Dr. E. C. Auchter has resigned as administrator of Agricultural Research, U. S. Department of Agriculture to become the director of the Pineapple Research Institute of Hawaii. He participated in the formulation of the cooperative confectionery research now in progress at the Southern Regional Laboratory of the U. S. D. A.

New York Candy Club Has Great Record

Mr. Frank Di Giovanna, chairman of the committee for the Council on Candy, reports that the New York Candy Club has collected \$9,590.00 for the 1944 drive. This is the best showing of any similar group in the country, and Mr. Di Giovanna, who is busy organizing the 1945 drive, believes that this figure will be exceeded. Mr. Simon Diamond, chairman of the Committee for the Sixth War Bond Drive, announces that the New York Candy Club sold over \$1,000,000.00 worth of bonds for the Sixth Drive. In terms of bombers, this means three. No external stimuli, such as auctions, candy, ex-quota shipments, etc., were used.

● Launching its drive for funds to aid in rescue and relief overseas, the Confectionery and Allied Trades Division of the United Jewish Appeal of Greater New York held its annual dinner on Wednesday, February 28,



**Swift's Brookfield Dried Albumen gives a
lighter, firmer whip...and goes much farther**

YOU CAN GET a whip as light as a snowflake with Swift's Brookfield fluff dried Albumen. It whips like magic into the smoothest, finest mixture, yet gives the firmness you want. And there's no clumping with Swift's Brookfield fluff dried Albumen. It's prepared from only fresh, select whites by a special process which makes soaking unnecessary and retains the flavor and color characteristics of fresh eggs. Yes, it's economical, too—because you use less when you use Swift's Brookfield fluff dried

Albumen. Try it today
—you'll like it.

See your Swift Salesman
or write, phone or
wire your nearest
Swift Branch.

at the Hotel Pennsylvania. Co-chairmen with Mr. Tenzer of the Confectionery and Allied Trades Division of the U. T. A. are Samuel P. Fried, Up-to-Date Manufacturing Co., and Frank Koback, Metro Chocolate Co.

General Candy Co. Sales Increase

An increase of 23% took place in the gross sales of the General Candy Corp. last year, reflecting substantially higher overseas shipments to the armed forces. Sales to camps and civilians in this country were slightly less than in 1943. During the year the assembly and processing of radio parts by the company was discontinued. The company sees small probability of production increasing in 1945 to the extent it did in 1944. Reduction in the sugar ration to 70% of the 1941 usage in manufacture for civilian consumption will curb any great increase, regardless of any possible easing of manpower conditions, the company stated. Net income of General Candy last year was \$182,363, of \$1.54 a share, against \$173,294, of \$1.45 a share, in 1943.

"One-Gum Wrigley"

Three of the world's best-known consumer brands are being discontinued—perhaps until the end of the war in the Pacific.

Some 850,000 chewing-gum dealers are currently receiving a letter from Philip K. Wrigley. With this is inclosed a proof of an advertisement—run in every U. S. daily paper during the week of February 18-24, announcing that Wm. J. Wrigley Jr. Co.'s Spearmint, Doublemint, and Juicy Fruit chewing gum will not be made even for shipment to the armed forces overseas. Reason: Stockpiles of essential prewar materials have been used up. The company is firm in backing this policy for which Mr. P. K. Wrigley fought. He resigned the presidency of the company when he was opposed by the older

directors in April, 1944 and was later elected chairman of the board after his policy had at length prevailed.

The policy which the management is now affirming to the almost unheard-of length of discontinuing the biggest-selling brands in the field reflects the conviction that goodwill of the meal-ticket brands must not be risked by downgrading their quality.

Prewar formulas cannot be matched again until Wrigley's American and foreign plants can once more obtain the 60% of their gum base which formerly originated in Malaya, Borneo and Sumatra, and was processed in the company's Singapore mill.

Military purchases from Wrigley are now being shifted to its war-grade fruit-flavored Orbit and peppermint Orbit introduced during the week of February 11, 1945, and the services and civilians alike soon will be chewing Orbit. Fruit-flavored Orbit is said by the maker to be selling in larger quantity than any individual brand of gum ever reached, even Wrigley's prewar Spearmint though it falls well short of the combined prewar volume of all Wrigley brands.

Radio announcements of the duration demise of the prewar brands were scheduled to start on February 26, and car-cards and 24-sheet posters showing a crumpled, open, empty wrapper of Spearmint with the words, "Remember this Wrapper", were scheduled for early March release. *BUSINESS WEEK*, Feb. 17, 1945.

W. C. Hildebrand Leaves Reymer Bros.

Mr. W. C. Hildebrand, formerly with Reymer and Bros., of Pittsburgh, Pa., has severed his connections with the firm after 12 years with them. He was General Sales Manager in charge of Wholesale Candy Sales and the Soft Drink Division during most of that time. Mr. Hildebrand retains his stock in the company, and for the present, has no personal plans other than a real vacation for the time being.

"High Standard of
Quality and Performance"

From one of hundreds of
letters of appreciation.

Approved

BY CONFECTIONERS
EVERYWHERE

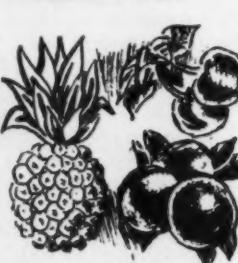
Aromanilla
"Since 1901"
Reg. U. S. Pat. Off.
Imitation Vanilla Flavor
6 VARICK STREET NEW YORK 13, N. Y.

Velvet

**CHERRY • ORANGE
PINEAPPLE**

FOR
CANDIES

**Not Rationed
No Points Required**



Consists of crushed Maraschino Cherries, crushed Oranges and crushed Pineapple. Concentrated down with sugar, this crushed fruit combination makes delicious cream centers.

Packed in barrels, kegs, and No. 10 glass jars. Ask for sample and prices.

THE C. M. PITTS & SONS CO.
KEY HIGHWAY BALTIMORE-30, MD.

The Barager-Webster Co., Eau Claire, Wis., has a new name, Websters Candies, Inc.

The War Production Conference, sponsored by the Chicago Technical Societies Council, will be held at the Stevens Hotel, Chicago, March 29th. The 33 or more panels scheduled will be wide in scope and include subjects vital to the war effort such as food handling. A luncheon and evening dinner are scheduled.

"Closed Until We Get Sugar"

That's the plaintive, cryptic sign which greets customers of Martha Washington Candies, a Richmond, Va., institution for the past 35 years.

Owner George B. Sheetz, brother of Elie Sheetz, founder of the firm famed wherever candy is sold throughout the United States, has no complaints against the OPA nor any other governmental agency. But, however, he would like to remain in business more than seven or eight months a year which is his present arrangement.

The next Martha Washington sugar allotment in Richmond is due in time for sales to be made on St. Patrick's Day, March 17.

Chicago Candy Production Club Meets

The Chicago Candy Production Club held their 15th annual St. Valentine, Ladies Party on the 15th of February. Cocktails were served in the West Lounge of the Edgewater Beach Hotel, Chicago, at 6:30 p. m. At 7:30 the 83 members, their wives and guests retired to the Marine Dining Room to enjoy a roast beef dinner and the Marine Dining Room floor show. All reported that the party was a huge success.

POST-WAR PLANNING for SMALL BUSINESS

Here's good news for the returning veteran. The Government guarantees loans by bank, loan company, or friend, up to \$2,000 with RFC or SWPC approval. Only requirement is a project reasonably sure of success. Champion Processing Equipment more than guarantees success for the pecan industry.

A recent poll of U. S. troops shows some 300,000 soldiers planning to buy farms. It's these boys whom we believe should be encouraged to cultivate pecans on suitable, waste land. Now, as never before, we need new industry to provide jobs for those who have fought for their country.

Growing and processing pecans is a new and basically sound industry to fit into the post-war business life of our country.

**H. A. WITTIFF, Sr., Pres.—CHAMPION PECAN MACHINE CO.
CO-OPERATIVE PECAN SALES COMPANY, INC.
401 Augusta Street San Antonio 2, Texas**

JOHN T. BOND & ASSOCIATES

**CONFECTIONERY BROKERS
OF THE PACIFIC COAST**

637 South Wilton Place Los Angeles 5, California

Resident Men Located in Washington, Oregon and Northern California

SUPPLY TRADE NEWS

● Dr. J. J. Skinner, senior biochemist with the Agriculture Department, Bureau of Plant Industry, Soils and Agricultural Engineering at Beltsville, Md., has retired after 41 years of government service.

● Mr. D. K. Brown, president of Neenah Paper Co., Neenah, Wis., has been elected president of the American Paper and Pulp Association.

● Dr. Gerald J. Cox, Corn Products Refining Company, talked before the Biochemical Group, Chicago Section of the American Chemical Society, Feb. 22nd. Dr. Cox's subject was "An Inquiry into the Etiology of Dental Caries." Mr. Cox summarized many published papers on this subject.

Monsanto Scientist Wins Award

Dr. Lucas P. Kyrides, research director of Monsanto Chemical Company's Organic Chemical Division and one of America's most illustrious scientists is the winner of the first Midwest Award of the American Chemical Society. The award, a gold medallion, is given each year by the Society's St. Louis Section to the individual adjudged most outstanding in the point of "meritorious contribution to the advancement of pure or applied chemistry or chemical education." Eligible for the honor are chemists residing in Missouri, Kansas, Iowa, Oklahoma, Nebraska, Arkansas, Kentucky, Tennessee and Illinois. Dr. Kyrides pioneered the development of synthetic rubber substitutes in this country.

Staley Announces Retirement Plan

The A. E. Staley Manufacturing Co., Decatur, Ill., has announced a retirement plan for Staley employees. This plan, financed entirely by the company, is designed to supplement Social Security benefits, and will assure the employees of an adequate income upon retirement and after reaching the age of 65. The United States Treasury Department has approved the plan.

The company has announced that it expects to keep this plan in effect until such a time as the Social Security act is liberalized so that supplementary payments are no longer necessary. This new plan extends previous plans by broadening their scope. Studies have been made for the best manner in which to provide for older employees with the result that the company decided to purchase a single premium straight life annuity for each employee with 15 or more years of service, as he retires and reaches the age of 65. This provides an annual income for life.

Standard Synthetics Open Chicago Branch

Consistent with the plans for expansion of Standard Synthetics, Inc. the well-known Essential Oil house of New York, the Indiana and Iowa trading areas are now covered from their branch office at 219 East North Water Street, Chicago, Illinois, under the management of Mr. Edward Sinclair. Mr. Sinclair who has been associated with the Food and Confectionery industries for many years is well-known, and he and his Sales Manager, Ralph Crow, visit all major cities in Indiana and Iowa.

Dyer Promotes Schmieg

Clinton Schmieg, a veteran in the sugar trade, has been appointed manager of the Off Shore Sugar Distribution Department of B. W. Dyer & Company, Sugar Economists & Brokers—currently distributors of "Pearl



Improved Appearance WITH **Sweetose***

REG. U. S. PAT. OFF.

**TWICE as SWEET
THRICE as FLUID**

as ordinary corn syrup

Guilding the lily can be superfluous at times—but, when a product depends upon appearance for its sales appeal—every effort should be made to improve that appearance. Because of its unequalled combination of quality advantages "SWEETOSE" actually improves the texture, flavor and sheen of your products. Plan to include "SWEETOSE" in your post-war formulas—for then, present restrictions will be lifted and the supply of "SWEETOSE" will be less limited.

*"SWEETOSE" Reg. Trade Mark for Staley's Enzyme Converted Corn Syrup.

A. E. STALEY MFG. COMPANY

DECATUR



ILLINOIS

★ TIME-SAVING
SHORT CUTS
for manufacturing
confectioners

Cleaning Sugar Syrup Kettles Better, Easier

Cleaning sugar-en-crusted syrup kettles can be done thoroughly, quickly, easily by using solution of Oakite Composition No. 20 as directed. Because of the effective, emulsifying properties of Oakite Composition No. 20, you eliminate laborious scrubbing, scraping . . . you clean ALL deposits and accumulations from equipment, leaving it spick and span, in a fraction of the time formerly required.

FREE DATA

Full information gladly sent on request . . . ask

also about modern Oakite cleaning methods and materials for facilitating cleaning and sanitation of your candy pans, steam tables, ment. Personal help of our technical service representative always available.

OAKITE PRODUCTS, INC.
36C Thames Street, New York 6, N. Y.
Technical Service Representatives in Principal
Cities of the United States and Canada

OAKITE
Specialized
CLEANING
INDUSTRIAL - COMMERCIAL - SERVICE



Home of "The Candy Cooling People"

Economical Cooling Systems and
Special Equipment for the
Confectioner and Baker

Conveyors — Tunnels — Packing Tables
Belt Turns — Air Conditioners
Trucks — Racks — Boxes — Pans — Etc.

We design to suit your requirements.

Contact us for:

1. Design only
2. Design and Fabrication
3. Design, Fabrication, and Installation

EQUIPMENT ENGINEERING CO.

909 W. 49th Place Chicago 9, Illinois
Phone Boulevard 7270

White" sugars. Mr. Schmiege has been associated with the Dyer Company for over 15 years and has recently returned from an extended leave of absence due to illness.

• John C. Fitzgerald, recently with Commodity Credit Corporation, has joined the Sales Department of B. W. Dyer Company, Sugar Economists and Brokers. Mr. Fitzgerald has been identified with the sugar industry for the past 35 years. He was formerly a member of the New York Coffee and Sugar Exchange.

Kraft Names Assistant Sales Manager

Arthur W. Sigmund, former central division sales manager of bulk and process cheese for the Kraft Cheese Company, has been named assistant national manager for these products, it was announced recently by John H. Kraft, president of the company. A member of the Kraft organization since 1920, Sigmund started as a specialty salesman in Chicago, later managing the Peoria and Buffalo sales branches. He was appointed central division sales manager for natural and process cheese in 1939. Sigmund will headquartered in the company's general offices in Chicago.

Monsanto to Make DDT

The Monsanto Chemical Company has begun volume production of DDT, a powerful insecticide chemically known as dichloro-diphenyltrichlorethane. Except for a small quantity devoted to scientific experimentation, the company's entire output of DDT is channeled to meet military requirements.



BUTTER SPECIALTIES

Designed especially
for confectionery,
these imitation butter
flavors provide
the true flavor of
butter without its at-
tendent weaknesses.

SCHIMMEL & CO., INC.

601 WEST 26th STREET
NEW YORK, I. N. Y.

Currie

AUTOMATIC STACKER

For STARCH TRAYS

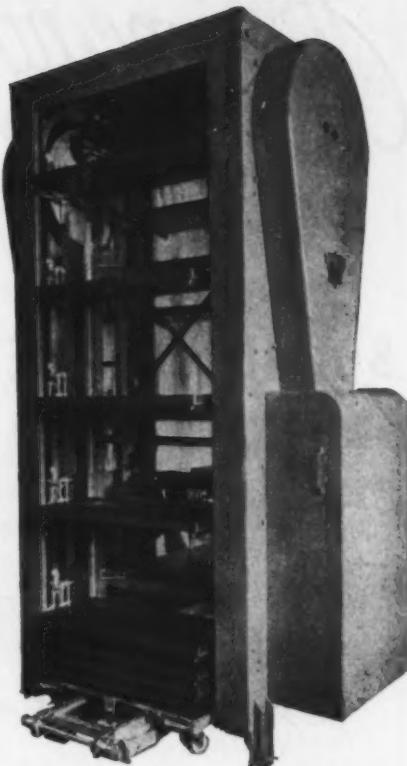
The Currie Automatic Stacker will handle any type of starch tray. Before the war halted production of these machines, a number of factories received delivery of their Stacker. The Currie Stacker is giving a fine account of itself in these plants, especially because of its direct contribution to manpower conservation.



REPAIR PARTS

We can furnish repair parts to meet your immediate maintenance and operating requirements. We invite our customers to take advantage of this service.

We can build machines like this for you if your priority rating is high enough. Essentially, this advertisement is published as a reminder that we will be in full production again after the war.



CURRIE MANUFACTURING CO.

CHICAGO

1873 W. Grand Ave.

ILLINOIS

Borden Buys Soy Bean Products Co.

Acquisition of the Soy Bean Products Company of Chicago, and Ottawa, Kansas has been announced by Theodore G. Montague, president of the Borden Company. Pioneers in the whipping agents field, and major suppliers of this product to candy manufacturers, the new acquisition will become a part of Borden's Special Products Division, under the executive direction of vice-president C. F. Kieser. Sales will be handled by the Whitson Products Division of the Borden Company, with key sales personnel of the Soy Bean Products Company being retained. "Soyco", the major product of the company, has been used extensively by the candy trade as a whipping agent and in the bakery field for meringues and marshmallow. In addition to this product, the Soy Bean Products Company make a line of tenderized Soy nuts and toppers for the confectionery trade, as well as salted Solettes for retail.

O. D. Boyer Co. Represents Remus in West

The appointment of O. D. Boyer Co., 1340 East Sixth Street, Los Angeles, as representative for the Pacific Coast area, is announced by Edward Remus & Company, Inc., New York. The Boyer organization, established for over 25 years, enjoys the widespread confidence of the trade which it can now serve with Remus perfume oils and flavoring materials.

"Corn" Publication Makes Its Bow

"Corn" Vol. 1, No. 1, has made its bow! This is a new publication of the Corn Industries Research Foundation, New York.

Glycerine Bulletin Popular

The 32-page booklet (page size 8½ x 11 inches) **NOTHING TAKES THE PLACE OF GLYCERINE**, which made its debut at the Chemical Exposition in Chicago last November, has proved to be the most popular and thought-provoking publication ever issued by the Glycerine Producers' Association. The larger number of requests for copies indicates that a second printing may be necessary. After introductory pages discussing the chemical and physical properties of glycerine, the booklet lists 1583 "ways to use it."

Indoor "Climate" Control Patented

New patents for the control of indoor climate in multi-room buildings through a Conduit Weathermaster air conditioning system have been issued to Carrier Corporation, according to Dr. Willis H. Carrier.

Chief scientific advances contained in the new air conditioning system outlined by Dr. Carrier were:

- 1) "It takes up less room for conditioning equipment than do other systems.
- 2) "It completely eliminates return air ducts from the rooms, heretofore used in most systems, and reduces the air supply ducts to conduits the size of a plumber's waste pipe.
- 3) "It enables any number of rooms, supplied from the same central conditioner, to be individually heated or cooled to suit the needs or desires of different occupants."

Announcing—

BOUND VOLUMES OF



The Manufacturing Confectioner

Complete sets of *THE MANUFACTURING CONFECTIONER* have been brought together to give you a compact "library" of production information that you cannot get from any other printed source.

These Volumes Available . . .

1926, 1927, 1928 (Limited)
1931, 1932, 1933 (Limited)
1934, 1935, 1936, 1937, 1938
1939, 1940, 1941, 1942, 1943
1944

Some of these volumes are very limited in number. Send in your orders right away before they are gone. We reserve the right to fill orders in rotation as received while the volumes are available.

PRICE PER COPY \$5.00

Book Sales Dept.

The MANUFACTURING CONFECTIONER

An Allured Publication

"Read Wherever Candy is Made"

400 W. Madison St. Chicago 6, Ill.

C. A. Werner Dies

Mr. Carl Avery Werner, Publisher of "International Confectioner" and "The Tobacco Leaf," New York, died on February 18th at the age of 72.

National Appoints Don Pascal

National Starch Products Inc. announce the appointment of Donald D. Pascal to the management of their Mid-Western Division, Chicago, Ill.

"A Saga of Sugar"

The author's wide experience (Mr. Fred G. Taylor is Vice President, Utah-Idaho Sugar Co.) has fitted him to present in an interesting manner, an account of the growth of the Utah-Idaho Sugar Company.

To lovers of history and especially industrial history, this book will offer much. Far too often, history has come to mean a story of armed conquests. This Saga is of conquest—man's conquest over nature—and his ultimate success.

Sugar is rich in romantic interest. Alexander the Great, Columbus, and Napoleon played a part in the over-all drama of sugar. The story of the trek from Fort Leavenworth to Salt Lake City—50 prairie schooners loaded with sugar-making machinery—trials and ultimate success—are told in a fascinating manner.

This book was written in "response to the request of men who have linked the production of sugar with the destiny of the Great American West . . . and to honor some of the important personalities who have helped develop it."

LECITHIN HEADQUARTERS of AMERICA

The Seal of
QUALITY PRODUCTS
AND SERVICE

ROSS & ROWE INC.

75 VARICK STREET WRIGLEY BLDG.
NEW YORK N.Y. CHICAGO, ILL.
SOLE SELLING AGENTS FOR
AMERICAN LECITHIN COMPANY

Trade Marks

The following memorandum relating to Trade Marks is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C. The trademarks were recently published by the U. S. Patent Office and, if no opposition thereto is filed within 30 days after the publication date, the marks will be registered.

ROYAL SCARLET FINE FOODS and picture of manservant carrying tray of food. Ser. No. 453,651. R. C. Williams & Company, Inc., New York, N. Y. For miscellaneous foods, including candy.

ROYAL SCARLET. Ser. No. 453,653. R. C. Williams & Company, Inc., New York, N. Y. For miscellaneous foods, including candy.

O-HO-CHO. Ser. No. 457,711. Walter Schoenfeld, doing business as Grain Candy Bar Manufacturing Company, St. Paul, Minn. For candy bars.

VALERIE JEAN and mountain scene. Ser. No. 460,345. R. C. Nicoll, doing business as Valerie Jean Date Shop, Thermal, Calif. For packages containing date cake, date candy, stuffed dates, and fresh dates.

LAN D'ORSEY. Ser. No. 461,349. Nat Newman, Inc., Atlantic City, N. J. For candy.

ENJOY LIFE. Ser. No. 461,405. Zion Industries, Inc., Zion, Ill. For candy.

B-B BATS. Ser. No. 460,141. Fair Play Carmels, Inc., Johnson City, N. Y. For candy.

NUBBINS. Ser. No. 462,173. Wm. Wrigley Jr. Company, Chicago, Ill. For chewing gum.

MILK

Ask us about carload lots of Sweetened Condensed Milk—Whole and Skimmed. Powdered Milk—Roller and Spray—Whole and Non-fat Dry Milk



Solids. Low freight rates east of the Rocky Mountains. Packed in barrels.

Preferred
MILK PRODUCTS, Inc.

500 Fifth Avenue

New York 18, N. Y.

Pennsylvania 6-0892

CEREALS in CANDY

Increase its

"FOOD VALUE"

POPPED WHEAT



Corn Flakes
Bran Flakes
Crisp Rice

Wheat Flakes
RI-KO
Cocoanut Substitutes

POPPED RICE

Popcorn Manufacturers Are Invited to Try Our Popped Wheat

Write Today For Samples & Prices



VAN BRODE MILLING CO.

CLINTON

MASSACHUSETTS

HOOTON Chocolate Coatings

HOOTON CHOCOLATE CO.
NEWARK, N. J. EST. 1897

Your Candy's Sweetness

... comes from the sun, rain and clean earth. In the magic-like process from corn seed to Penford Syrup, man's skill and care never slacks. You can be confident in the purity and consistent quality of Penford Corn Syrup—made in the great P & F factories at Cedar Rapids.

PENICK & FORD Ltd.
Inc.

420 Lexington Avenue, New York 17, N. Y.



FOR WRAPPING IRREGULAR BARS

Our model DF is
your logical choice

Since the time of its introduction, our reliable DF model has continued to win the endorsement and approval of bar manufacturers. They were quick to see the value of providing eye-appealing packages for even the most irregularly-shaped candy bars — packages that demonstrate their appeal with increased sales.

Because forming and end-folding of the wrapper takes place over breaker bars and tuckers, the uneven outlines of the candy are cloaked beneath a smooth, box-like wrap.

Unlimited scope is afforded the manufacturer in designing attractive packages, because the DF is adaptable to any kind of wrapping material, and will also incorporate an inner wrapper, if desired. Moreover, uniformly attractive appearance is assured by a superior electric eye device which *centers the printed wrapper accurately no matter how long the run*. And, if at any time you wish to add a new item to your line, you can readily do so, since the DF is quickly adjustable for various sizes.

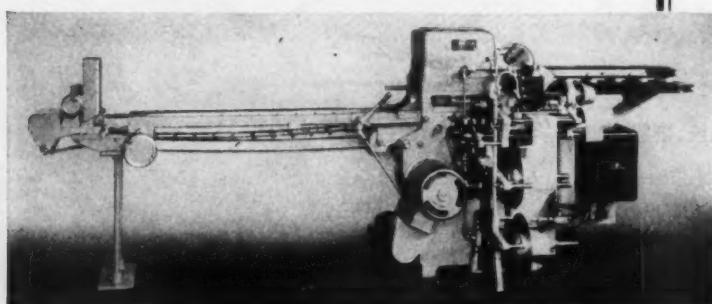
Yes indeed, the DF is your logical choice if you are now making, or intend to make, irregular bars.

Write for leaflet on the DF

PACKAGE MACHINERY COMPANY

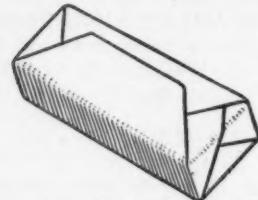
Springfield 7, Massachusetts

30 Church St., New York 7 • 111 W. Washington St., Chicago 2
101 W. Prospect Ave., Cleveland 15 • 443 S. San Pedro St., Los Angeles 13
22 Front St., W., Toronto 1

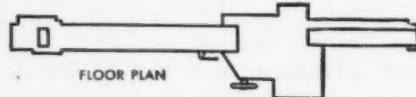


PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines



"TUCK-IN" FOLD makes the ideal wrap for vending machines. The end-folds are tucked *under* the bar, or card, and held in place by the bottom seam, leaving no loose ends to cause jams.



The DF is a straight-through machine. Narrow enough to be placed near the enrober belt, it saves time and effort in feeding.

QUICK ADJUSTABILITY

— the change-over from one size to another requires only a simple handwheel adjustment and the substitution of a few parts.



SPEEDY OPERATION

wraps up to 130 bars per minute.



SUPERIOR ELECTRIC EYE

keeps printed wrappers in perfect register no matter how long the run.

AUTOMATIC

CARD FEED

This feed is provided as standard equipment—an additional labor-saver.



Necco Presents Salesman's Compensation Plan

Excerpts from a talk given by Mr. H. R. Chapman, New England Confectionery Co., Cambridge, Mass., before the American Management Association's Marketing Conference on January 3, 1945, in New York City. Mr. Chapman outlines the salient points of the Necco Salesmen's Compensation Plan.

It is the intention of your management to guard against setting quotas that are so high that it would be unreasonable to expect attainment, and on the other hand so low that they cannot be achieved without at least average effort. Quotas, therefore will be based primarily upon past performance in each territory, although consideration will be given to factors such as general and specific business conditions, nature and extent of competition, whether you have detail assistance and advertising, and your present proportion of sales of "A", "B", and "C" items. Quotas will be established upon a quarterly basis and bonuses earned during that quarter will be paid shortly after its close.

Attaining the Quota

In order that a maximum amount of money will be available for bonuses and at the same time permit your Company to operate with the greatest success, it is desirable that each salesman concentrate his sales efforts on those products that carry the widest margins of profit. Therefore, those products which are most profitable to the Company have been grouped together in an "A" classification. Likewise, those products which show a smaller profit have been placed in the "B" classification; and those products which show little or no profit but which are "burden earners" have been classified as "C" items.

It is reasonable that each salesman should receive greater credit for selling "A" or "B" products than for selling "C" items. To achieve this, therefore, each salesman will be credited \$1.20 toward his quota for every dollar's worth of "A" items sold. He will also receive a credit of \$1.00 toward the attainment of his quota for each dollar's worth of "B" items sold; and he will receive a credit of 80 cents toward the attainment of his quota for each dollar's worth of "C" products sold.

For example, if a salesman's quota is \$100,000 for a quarter and he sells \$60,000 worth of "A" products during the quarter, he will be credited with a total of \$72,000 toward the attainment of his quota since \$60,000 multiplied by \$1.20 equals \$72,000. If, during the same quarter, he sells \$24,000 worth of "B" products, he will receive a credit of \$24,000 toward the attainment of his quota. Similarly, if he sells \$16,000 worth of "C" items, he will receive a credit of \$12,800 toward the attainment of his quota since \$16,000 times 80 cents equals \$12,800. Adding the various sums given as credits toward attainment shows a total of \$108,800, which is \$8,800 over the quota and it is upon this figure in excess of the quota that bonuses will be paid. In this example, the salesman receives a quota credit of \$108,000 for \$100,000 of actual dollar sales due to his good performance on "A" items.

It can be seen from the foregoing that the greater the proportion of "A" products sold by you, the sooner you will attain your quota. For instance, if a salesman with a quota of \$100,000 for a quarter sold only "A" items, he would only have to have actual dollar sales amounting to \$83,400 in order to exceed his \$100,000 quota. Your price book shows whether each item is in "A", "B" or "C" classification.



H. R. Chapman

You start earning your bonus as soon as you exceed 90.1 per cent of your quota. The following table shows the rates of commission which will be paid for various degrees of quota attainment:

Percentage of Quota Attained	Rate of Commission Paid On Sales over Quota
90.1 per cent to 95 per cent	1/2 per cent
95 per cent to 100 per cent	1 per cent
Over 100 per cent	2 per cent

For example, if a salesman with a quota of \$100,000 builds up quota credits during the quarter amounting to \$112,000 as previously explained, he will receive a bonus as follows:

1/2 per cent on sales between \$90,100 and \$95,000 equals.....	\$ 24.50
1 per cent on sales between \$95,000 and \$100,000 equals.....	50.00
2 per cent on sales between \$100,000 and \$112,000 equals.....	240.00
TOTAL BONUS EARNED	\$314.50

Since the \$112,00 was built up at the rate of \$1.20 for "A" items, \$1.00 for "B" items and \$.80 for "C" items (for each actual dollar sale) the actual rate of commission for sales over 100 per cent of quota amounts to 2.4 per cent on "A" sales, 2 per cent on "B" sales, and 1.6 per cent on "C" sales.

Distribution of Bonds

In territories where there is only a jobber salesman, the distribution of the bonus will be made in total to that salesman. However, in territories where there are detail men, the bonus will be divided among the Company representatives inasmuch as all contributed directly toward earning the bonus. The bonus will be divided among the men in the territory on a fixed basis as follows:

Number of Detail Men	PERCENTAGE DISTRIBUTED	
	Senior Salesman	Each Detail Man
0	100 per cent	00 per cent
1	65 per cent	35 per cent
2	60 per cent	20 per cent
3	55 per cent	15 per cent

Under this method of distribution the senior salesman is given the major portion of the bonus. The detail men also receive a substantial percentage since, as each detail is added to the territory, the opportunity for the senior salesman to increase the amount of this bonus is greater.



SAVE OVER 75% IN WRAPPING LABOR!

That's real packaging economy—for in many prominent candy manufacturing plants and bakeries, using Wrap-O-Matic, 5 out of every 6 girls on the packing line are now only shadows of the past . . . a savings of over 75% in Wrapping labor costs. Wrap-O-Matic also saves up to 35% in Wrapping material costs . . . operates at high speed (up to 120 units per minute) using any type wrapper that can be printed in rolls, and gives extra sales appeal to your product. Shape and

texture are no obstacle, for Wrap-O-Matic wraps soft or irregular shaped bars and biscuits with ease.

Plan now to streamline your wrapping operations. Write for our new illustrated brochure and more complete details.

For wrapping candy bars, biscuits, and cookies, Wrap-O-Matic is the most popular Wrapping machine in the Confectionery and Bakery field . . . a real tribute to the flawless wrapping by Wrap-O-Matic.

Lynch
WRAP-O-MATIC
DIVISION

**Manufacturing Corporation, Defiance, Ohio
U. S. A.**

We're sort of on the SPOT...



IT'S no news to you that "SCOTCH" Cellulose TAPE is almost impossible to get . . . and chances are you even know *why* it's so scarce.

You may know, for instance, that by far the lion's share of transparent tapes being used by our armed forces are "SCOTCH" Brand TAPES.

We're proud of it. We figure it is potent evidence as to the quality of the "SCOTCH" Brand.

But it also puts us in something of a spot. We have a lot of good friends and customers in the confectionery trade who want and need "SCOTCH" Cellulose TAPE badly . . . but

who have been forced to accept, and be satisfied with, something else while "SCOTCH" TAPE is away at war.

Before too long, however, we will again have tape available for you—tape that bears the "SCOTCH" trademark and has all the quality and dependability you expect from the originators of transparent, self-sealing tape.



America's Number One Brand
of Transparent Tape

IT SEALS • HOLDS • MENDS

SCOTCH *Cellulose* **TAPE**
BRAND

Made in U. S. A. by MINNESOTA MINING & MFG. CO. Saint Paul 6, Minnesota

"SCOTCH" is the Trademark for the Adhesive Tapes made by M. M. & M. Co.

W.P.B. ANNOUNCES A FIVE PERCENT CUT IN FIBER CONTAINERS

A five per cent cut in the use of new fiber shipping containers for non-military purposes has been ordered by the War Production Board through amendment of Limitation Order L-317 (Fiber Shipping Containers; Manufacture and Use), WPB has reported. The amendment limits the quarterly use of such containers to a number that will require only 95 per cent of the total containerboard (by both weight and area) in the containers lawfully used by a packer in the corresponding quarter of 1944.

"Sharply increased activity in the various war theatres creates an even heavier demand on cartons for military supplies, and this need can be met only by greater conservation at home," WPB officials said. The officials pointed out that containerboard requirements for V-boxes have increased almost 50 per cent since the first quarter of 1944.

The amendment to Order L-317 is effective as of January 1, 1945. WPB announced that all grants of appeals under Order L-317 are expressly canceled by the amendment.

Under the amendment, the vast variety of Schedule III products (running from food to curtain rods) lose their separate carton quotas, as previously established in relation to a base period, and come under a blanket provision that limits a packer to a calendar quarter usage of 95 per cent of the containerboard content (in terms of both weight and square feet) legally used by him in the corresponding calendar quarter of 1944, or to 23 3/4 per cent of the total 1944 use. The amended order now provides that any unused portion of a quarterly quota may not be added to the next quarter's quota, and borrowing from one quarter to another is prohibited.

Shipping containers used for military purposes in 1944 must be excluded from the base upon which the packing quotas are computed; formerly such containers could be included. However, containers to be used for military purposes in 1945 are not chargeable to the packer's quota.

"Reshippers" are to be counted as "new" containers and must be included in the packer's 1944 base usage. They are chargeable to the packer's 1945 quota. Bona fide used cartons, however, remain outside the provisions of Order L-317. A "reshipper" is defined as any new container, made in whole or in part from solid or corrugated fiber, that contains empty inner containers (such as glass jars, cans, etc.) received by the packer, and which is then used by him for shipping inner containers packed by him with some product.

Some products that appear on Schedule III of the order for the first time include: small agricultural equipment, anti-freeze liquids, commercial fishing equipment, office machinery, lubricating oils and grease.

Carton specifications for meats and other packing-house products listed under Schedule IV are essentially the same as those previously established, but the former option of using 85 per cent of 1943 carton usage is revoked.

WPB officials said that full compliance with the revised L-317 is necessary if more drastic controls are to be avoided. Enforcement will be strict, they said.

WPB emphasized that today, more than ever before, conservation of containers is still an urgent matter and reuse of cartons is essential.

Goodyear Produces "Vitafilm"

"Vitafilm," a new lightweight, waterproof packaging and fabricating material which also can be woven into fabrics, has been announced by The Goodyear Tire & Rubber Company. A. F. Landefeld, manager of Goodyear's Pliofilm Department, described "Vitafilm" as a derivative of polyvinyl chloride. It offers amazing current and postwar possibilities, he said. In the six gauges of sheet form in which "Vitafilm" is being produced by Goodyear, it is adapted for food bags, bowl covers, garment bags and other household purposes.

Consider the Caramel

(Continued from page 23)

age the retail manufacturer will always have over the large plant, operating on a mass production basis.

In a caramel, the ingredients exist in the form of an emulsion. Precautions are necessary to prevent separation of the various ingredients. These range from setting up the formula to the actual cooking and pouring of the batch. Lecithin is of value in holding the fat in the mixture. The following formula for caramels illustrates this fact.

Queen Caramels

8 lbs. granulated sugar
25 lbs. corn syrup
25 lbs. condensed whole milk
5 lbs. vegetable fat 96 degree
1 oz. lecithin

salt and flavor, as desired

Cook to the usual caramel cook, pour on slab, cut when cooled.

Steam-jacketed pans are preferable for caramel making as there is danger of burning due to local overheating. Caramel gets very viscous and due to its milk content, scorches easily. Mechanical stirrers prevent this by keeping the batch agitated continuously.

During these days, when replacements are not easy to get, many pans have become so thin in use, that great danger from burning or scorching may result from their use. It is possible to make caramel, under adverse conditions, even back in the days when coke fires were common, a pulled caramel was possible. This may still be listed in your recipe book; it is simple to make and provides another item for those of you who wish to make it.

Pulled Caramels

30 lbs. corn syrup
30 lbs. granulated sugar
2 lbs. vegetable fat

Cook the ingredients together, using sufficient water to dissolve the sugar. Cook to a crack, 280-290 degrees F. Then set kettle off the fire and mix in rapidly, condensed whole milk to bring the batch back down to the stiff ball stage. Pour on the slab, fold in the edges as in hard candy work, add sufficient salt and let set until cool enough to handle. Then pull on the hook, adding the flavor desired during the pulling operation. When well pulled, roll or size down to the thickness desired, cut in the shape wanted and wrap. This piece will take many different flavors: licorice or strawberry, for example, are very good.

Why should a folding carton user keep a magnet on his desk?



1 TO REMIND HIMSELF that one important way to get extra sales without extra sales expense is to see that his cartons have more point-of-sale "magnetism" ... more power-of-attraction than his competitors'.

2 MILLIONS OF DOLLARS' WORTH of merchandise is sold, every year, on display, alone. In thousands of stores, impulse or "pick up" sales account for more than 50% of the volume rung up on the cash registers.

3 TOMORROW, THAT PERCENTAGE will climb even higher. More supermarkets, more self-serve departments, more open shelf and counter displays will put a bigger than ever share of the selling job on your package.

4 GET THE HELP of Gardner-Richardson specialists in putting more point-of-sale magnetism in your folding cartons. Let us demonstrate that package effectiveness is not a matter of greater cost but of ideas.

DON'T BE AFRAID TO CHANGE YOUR PACKAGE. "Sacred cows" belong in pastures, not in competitive battles on the nation's shelves and counters. Turn your folding cartons over to our staff of engineers, designers, merchandising experts. Put it up to them to come through with suggestions that will give your postwar folding cartons more eye and buy appeal. Maybe they can also show you how to make your cartons more attractive to the customer, easier to use. Or how to simplify set up, speed up filling machine performance. Write, today. Tell us how and where you want help. It's yours, without obligation.

The GARDNER-RICHARDSON Co.

Manufacturers of Folding Cartons and Boxboard, MIDDLETOWN, OHIO

Sales Representatives in Principal Cities: PHILADELPHIA • CLEVELAND • CHICAGO • ST. LOUIS • NEW YORK • BOSTON • PITTSBURGH • DETROIT

Color Standards of Garrott Package Control Store Decoration

By W. H. CHILDS
Technical Editor

The following article prepared for THE MANUFACTURING CONFECTIONER by Mr. Childs in cooperation with Mr. S. C. Jacobs shows how an idea was worked out to carry the feeling of a "trademark" right through the merchandising procedure for the new Garrott stores. A package was designed which would attract customers because of its simplicity and richness. The store was then decorated to further carry out the same motif. The result is a successful, harmonious combination bound to be a sales booster. Below: the interior of the new Garrott store.







The Garrott Candy Company, St. Paul, Minnesota, is a fancy package house practically exclusively, although during normal times, they make and sell a number of specialties. For the most part, however, the company sells direct to the retail trade in the states of Montana, North and South Dakota, Nebraska, Minnesota, Iowa, Wisconsin, Northern Illinois and Upper Michigan.

Last year, the company decided to enter the retail field by opening a store in Minneapolis, this to be the first of several stores located, perhaps, within a radius of 500 miles of the Twin Cities. The decision was made after much planning which involved setting up an entirely separate department in the factory in order to make candy especially for this new outlet distinct from the commercial line.

This first Garrott store is the result of that plan. Details were executed according to the proposed plans, even in minute accessories. As future stores will follow the same pattern, it was essential that the first one be exactly right.

The package design and logotype required a great deal of thought and effort expended on them and extreme care was exercised throughout to prevent any variance. This applied to the blow-up for the front sign and to the adaptation on the splay in the windows. Red, yellow and gray colors are used in these signs similar to the color standards of the packages. Richness and simplicity were desired and achieved. The exterior is gray structural glass, the interior of the windows being entirely white enamel, combined with white structural glass, etched and painted red for the splay.

These colors were followed in the store itself in almost all instances. The left wall and the ceiling are yellow, the rear wall, right wall and inside of the front are gray. The rear wall has an over-all stenciled pattern, as shown in the photograph, of off-white on gray.

Lighting is by recessed incandescent lamps within the store proper, plus fluorescent in each shadow box, and cold cathode within the case itself. Cold cathode is used for general lighting within the windows, too, and in addition, two incandescent flood lights are available, if desired.

The fixtures are all fawn-color (not bleached) and are of the company's own exclusive design. They include cold cathode lighting within the case, which is completely invisible to any customer. The face of the shadow boxes match the cases. The returns are of the same red as used on the candy boxes, and, incidentally, on the front door, both inside and out.

The floor is tile-tex in a light marbleized gray, with an inset in marbleized black to balance the settee, desk and ferns.

The cases display bulk candy from which the customer



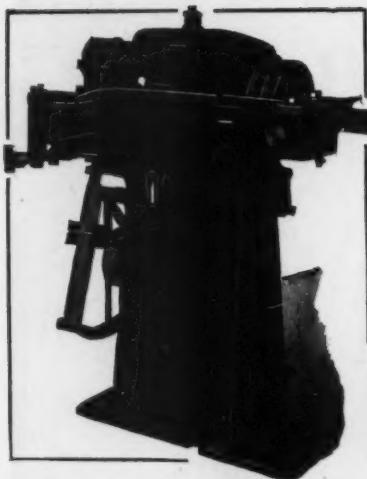
may choose his own selection. All of the candy so displayed retails at \$1.00 per pound. In front of the case, in front of two trays of bulk candy, and along the full length of the cases, there are displays of one-half pound trays all repacked containing the \$0.70 per pound candy, \$1.00 per pound candy or the \$1.50 per pound candy. These trays fit directly into the one-pound package making it possible for the customer to select either by the piece or by the one-half pound unit. Further, the customer can select at \$1.00 per pound, or arrive at a combination price, depending on the half-pound units that have been selected.

In addition to the \$1.00 line which is displayed in bulk, there is a special assortment available at two prices; the \$1.50 per pound candy or the \$0.70 per pound candy. In other words, three price lines are featured, with the greatest emphasis on the \$1.00 per pound line.

The lengths to which the Garrott Candy Company has carried all details is amazing. The package is a one-layer, one-pound, loose-wrapped box and five runs on the press were necessary in order to achieve the result desired. The red, yellow and gray colors required three press runs and two other runs were necessary for the embossing and sizing coat to prevent scratching.

The first store opened the fourth of last November. Since its opening, an interesting problem has arisen: the problem of "holding down" the business.





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The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always depend-

able and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified guarantees.

Write For Complete Specifications and Prices

IDEAL WRAPPING MACHINE CO.

EST. 1906

MIDDLETON, N. Y. - - - U. S. A.

Shellmar Products Announces Change

Due to its greatly expanded West Coast activities, Shellmar Products Company, Mt. Vernon, Ohio, and Pasadena, Calif., has announced the following changes:



Left: Mr. J. H. Gauss. Right: Mr. F. P. Winslow, receive promotions from Shellmar Products Co., Mt. Vernon, Ohio.



F. P. Winslow, formerly in charge of the Eastern Sales Div. of the company becomes General Manager responsible for manufacturing and sales in eleven western states. J. H. Gauss, for the past five years Sales Manager of the Central Div. with headquarters in Chicago, will handle sales of the Eastern Div. in addition to his present territory. O. D. Carlson will continue as West Coast Sales Manager and E. Lukas as Superintendent of the Pasadena plant.

Ceilings on Sealing Tape

Manufacturers of printed gummed Kraft sealing tape who were not making that commodity in the July 1 to October 15, 1941, base period may sell this item at prices above the ceilings established for plain gummed Kraft sealing tape, the Office of Price Adminstration

announced recently. This action, effective February 17, 1945, permits new manufacturers in this field, as well as established tape manufacturers who had not previously sold the printed product, to add to the plain tape ceilings the same differential for printing that is added by a closely competitive seller.

Post-War Packaging Survey Issued

The National Paper Box Manufacturers' Association, Philadelphia, Pa., recently issued a "Post War Survey of the Packaging Possibilities of the Confectionery Industry." This was prepared by Moore and Company, Industrial Analysts and Consultants from questionnaires answered and opinions expressed by a large number of the leading business executives of the candy industry. THE MANUFACTURING CONFECTIONER contributed to this survey.

"Very few lines offer the same opportunity for real beauty in the production of containers, as the candy industry. In the matter of packaging it seems evident from the replies received that the additional requirements may be even greater than the increased sales trend of confectionery indicates." These are quotes taken from random.



Send for Free Booklet "Tassel Tales"

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Package Protection on the Home Front

Investigate this wartime wrapping material, valiantly overcoming 'home front' competition for many products, while Cellophane is serving the battle front.

VICTORYWRAP has sales-winning eye appeal...is resistant to moisture or vapor; also highly transparent and heat-sealing. Works smoothly on Cellophane bag making and wrapping machines. Offered as plain or printed bags, and multi-color printed rolls, or printed sheets for hand application.

The growing popularity of this wartime stand-by shows it has 'star' qualities of its own, deserving a permanent role in the cast of packaging materials. For many uses, VICTORYWRAP teams up perfectly with LOXTITE—the economical tailor-made partitions which give crash protection to cookies, candies, fruits, vegetables, rations, munitions and all fragile items.

A card will place our technicians at your command.

Note: Our products presently available on
government contracts stating end use.



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BOX PARTITION DIVISION
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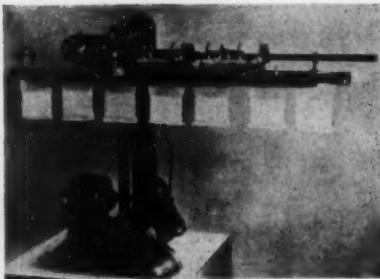
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- We specialize in matching your colors
- Our large stock of all widths and colors affords immediate deliveries
- For quality and economy

National Ribbon Corporation

444 FOURTH AVENUE, NEW YORK 16

High Speed Bag Packaging



Amsco High Speed Automatic Rotary Bag Sealing Machine now makes possible the placing of from one to four filling machines on a belt conveyor line and having all production sealed automatically with the one machine. Floor space cut to the minimum. Operation assuring lowest cost per package.

New machine now available. Floor Model with Push Button raising and lowering feature for quick adjustment.

450 linear inches of perfect sealing assures maximum efficiency and production.

Our engineers will tell you more, and help you plan for this speedy equipment.

AMSCO PACKAGING MACHINERY, INC.

31-31 Forty-Eighth Avenue

STILLWELL 4-4840-1

LONG ISLAND CITY 1, N. Y.

Riegel Elects New Officers

Walker Hamilton has been elected executive vice-president and general manager of Riegel Paper Corporation. He has also just been elected president of the Association of Pulp Consumers, Inc. in Washington, D. C. Mr. Hamilton joined Riegel Paper as purchasing agent in 1921, became secretary of the corporation in 1929, and since 1936 has been a vice-president of the organization. During World War I he served as a second lieutenant of Field Artillery. His promotion was accompanied by those of Fred I. Jacoby, general superintendent, who is now a vice-president, and Frederick Leinbach, who becomes assistant to the general manager.

George C. Borden, Jr., who has been acting technical director and continued in his duties as manager of the Coating Department. A. W. Osborn was appointed superintendent of the Coating Department.

Small Business Offered Safeway Benefits

Practical steps to give immediate help to the nation's small business men in the food professing field were made public recently through announcement of a new buying policy by Safeway Stores, Incorporated. Any manufacturer, regardless of size, having experienced, capable management, and making a product which will meet recognized grade standards, will now have the opportunity to seek the wide distribution facilities of the Safeway Company.

WERTHY
RIBBONS

Gauze Ribbons
Satin and Novelty Effects
Ribbonzene and Patriotic Ribbons
"Where Quality Merchandise Costs No More"

W-E-R RIBBON CORP.

440 Fourth Avenue
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JOHNSON'S
1877
Quality Supplies
for
Candy Craftsmen
Importers — Distributors
Manufacturers

H. A. JOHNSON CO.
221 State St. 28 N. Moore St.
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YOURS' . . . For Spring!

Bon-Nee Ribbon Co. presents an unusual line of chiffon and satin ribbons, in all colors and all widths.

Prepare your Spring packages!
Order Now!

BON-NEE RIBBON CO.

1165 Broadway N. Y. I., N. Y.

When you draw up plans
for your post-war package

remember
IMPULSE BUYING

► Surveys show that impulse buying is a powerful factor in modern merchandising. It's been proved that people buy candy on impulse when you appeal to their eyes . . . when you let them see the taste-tempting confections.

The use of Du Pont Cellophane lets candy tell its own quality story. In addition, it gives low-cost protection that keeps confections clean and fresh . . . that safeguards their goodness.

That's why Du Pont Cellophane deserves careful consideration in your packaging plans for the future.

Today, the war requirements for Du Pont Cellophane limit the civilian supply. We hope the time is not far off when you can again have all the Du Pont Cellophane you need. E. I. du Pont de Nemours & Co. (Inc.), Cellophane Division, Wilmington 98, Delaware.



MOISTUREPROOF
Cellophane
A product of Du Pont research

Shows
what it
Protects-
at
Low Cost

BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY

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GENE ALCORN & CO.

1340 E. 6th Street
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383 Brannan Street
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Territory: State of California

J. N. ALLEN & CO.

Box 628
RALEIGH, N. C.
Box 570
GREENSBORO, N. C.
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EDWARD A. (Candy) BARZ

Manufacturers' Representative
Broker & Expediter
P. O. Box 305
LA PORTE, INDIANA

H. K. BEALL & CO.

201 N. Wells St. — Phone RANDolph 1618
CHICAGO 6, ILLINOIS
Territory: Illinois, Indiana, Wisconsin
25 years in the Candy Business

JOHN T. BOND & ASSOCIATES

637 S. Wilton Place—Phone: Federal 6028
LOS ANGELES, CALIF.
Territory: Pacific Coast

J. J. BOND & COMPANY

1840 Hill Crest—Phone: 7-1800
FORT WORTH 7, TEXAS
Territory: Texas

CAMERON SALES COMPANY

5701 E. 6th Ave.—Phone: Dexter 0881
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Territory: Col., Utah, Ida., Mont.
Wyo., N. & S. Dak.

CARTER & CARTER

Confectionery Mfr's. Agents. Established
with Industry since 1901.
SEATTLE, WASHINGTON

91 Connecticut St.—Phone: Main 7852
Territory: Wash., Ore., Utah, Ida., Mont.,
Nev., Wyo.

Miss Laune Joins Riegel

Mildred E. Laune has joined Riegel Paper Corporation and the Riegel Textile Corporation as assistant to Floyd L. Triggs, advertising manager for both firms. For the past year, Miss Laune was the advertising and sales promotional manager for the Eutectic Welding Alloys Company. Previously, she was advertising manager for Josiah Wedgwood & Sons, importers of English dinnerware.

Goodyear Builds Plastic Plants

Construction of a \$1,500,000 chemical plant to manufacture a wide variety of new rubberlike plastics known as vinyl chloride co-polymers will be started shortly in Natrium, W. Va., by The Goodyear Tire & Rubber Co.

Announcement of the new venture was made recently at the company's Akron headquarters by P. W. Litchfield, chairman of the board.

The new plant will have a capacity of 3,000,000 pounds per year. Per-

THE EDWARD M. CERF CO.

740-750 Post Street
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Specializing in candy and allied lines;
Unexceptionable banking, other references.

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GEORGE W. HARTLEY
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CHICAGO 11, ILL.
Territory: Chicago, Milwaukee, Minneapolis,
St. Louis, Detroit. 25 years in territory.

T. J. LANPHIER COMPANY

Confectionery and Food Products
BILLINGS BUTTE GREAT FALLS
(General Office)—Established 1907
Territory: Montana & Northern Wyoming

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Candy Manufacturers' Representative
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CHICAGO 15, ILL.

Terr.: Chicago, Milwaukee, Ill., Ind., S. Wis.

RALPH L. MUTZ COMPANY

608—16th St.
OAKLAND 12, CALIF.

Terr.: Cal.; Reno, Nev.; Honolulu, Hawaii

PEIFFER FOOD PRODUCTS CO.

Imported and Domestic Candies
104 So. Mich. Ave.—Phones: State 3531-32
CHICAGO 3, ILL.

mission to build it was given by the WPB because of the wide range of usefulness of the new synthetics in meeting war needs and relieving the critical shortages of natural rubber products.

They are particularly useful for packaging purposes and it is believed that one of their chief war uses will be for the packaging of materials and supplies for shipment by sea or air to all theaters of war. It is expected that they will prove especially important in the packaging of military food supplies for transmission to our troops in every battle area. Either in the form of a self-supporting film or as a coating on paper, they can be used for packaging a great variety of food products such as coffee, cereals, cheese, meats, pickles, etc. They can also be used for packaging the specially prepared Army rations and for packaging pharmaceutical supplies, drugs, and other supplies desired for the troops including cigarettes and tobacco.

PICKRELL and CRAIG CO.

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LOUISVILLE 2, KY.
Also Offices and Warehouses at
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8336 Maryland Ave.
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Confectionery and Food Products
Serving Chicago Metropolitan Area 25 years

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Territory: Wash., Ore., Ida., Mont.
Over 20 years in this area.

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38 Palisades Rd., NW
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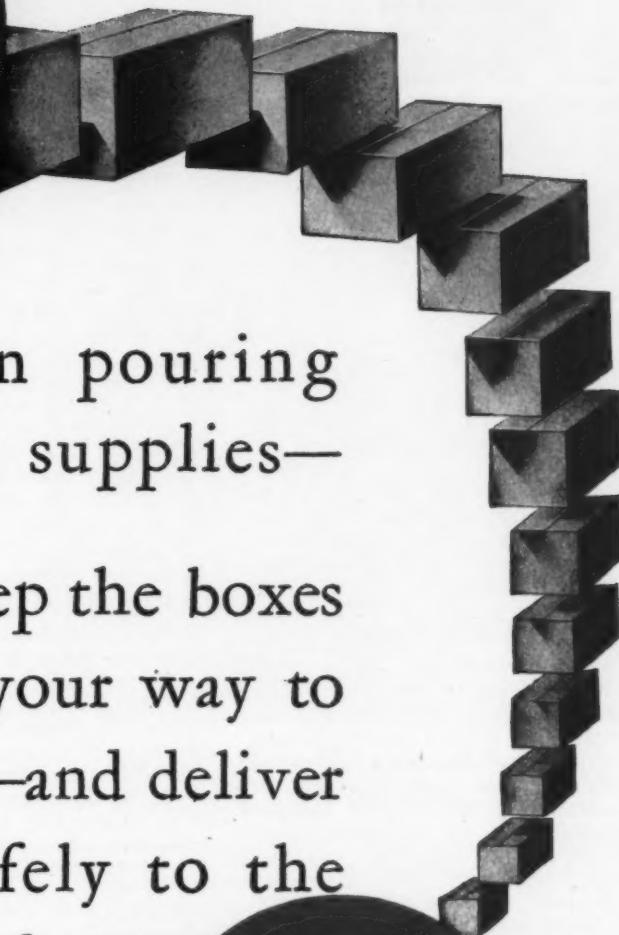
2608 Belmar Place
SWISSVALE, PITTSBURGH 18, PA.
25 Years Experience
Territory: excluding Phila., Pa. & W. Va.

● Forrest E. Mars (M & M Ltd., Newark, N. J.) and Gordon L. Harwell, U. S. licensees for the Huzenlaub rice-milling process (vitamins and minerals are forced firmly into the heart of the rice), have built a new \$750,000 plant at Houston, Texas to process weevil-proof, vitaminized rice for Army use in hot climates. The new plant, scheduled to be completed by Jan. 1 will process 25 to 30 million pounds of rice per year.

Weevils are prevalent in the South Pacific lands and ruin rice. The processed rice can be shipped in any kind of bag safely as the milling makes each grain too slick and hard for weevil penetration.

● Mr. R. Emerson Swart, president of Huyler's, Long Island City, N. Y., was recently elected a Trustee of The American University, Washington, D. C. Mr. Swart has also been elected a director of the American Arbitration Association, and a member of the Board of Visitors of the New York University Law School.

THE MANUFACTURING CONFECTIONER



Keep on pouring
out war supplies—

We'll keep the boxes
coming your way to
package—and deliver
them safely to the
fighting fronts.



GAYLORD CONTAINER CORPORATION • General Offices, ST. LOUIS

CORRUGATED AND SOLID FIBRE BOXES • FOLDING CAGES
KRAFT GROCERY BAGS AND SACKS • KRAFT PAPER AND SPECIALTIES

New York • Chicago • San Francisco • Atlanta • New Orleans • Jersey City
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THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

HELP WANTED

THIS JOB is for the Candy Maker who has always wanted to be a factory superintendent and was never given the opportunity. Must have thorough knowledge of making all types of candy including chocolate work; also must understand operation and repair of all types of candy equipment. In reply state experience, age, etc. Box C-3451, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED—Candy maker experienced in all kinds of cream centers, creams, caramels, jellies, fudge, etc. Permanent position, good opportunity. Give full information as to experience, age, salary expected and availability. Factory located in Mid-West. Address C-3452 c/o MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

HELP WANTED—Experienced production manager, who can produce all kinds of candies for retail manufacturing confectionery. One who understands all modern machinery, and who can produce results. Must be qualified to take complete charge of manufacturing, handle help, and understand types of equipment used. Kindly furnish details in your first letter. Address C-3456, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

EXPERIENCED PRODUCTION MANAGER, capable of taking complete charge of candy plant. Must be thoroughly familiar with production of hard candies, fondant, candy bars, etc. Exceptional opportunity for the right man. Give all details of experience, salary desired in first letter. Correspondence strictly confidential. Address B-2459, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

ALL AROUND candy maker to take charge high class retail store established 25 years. Top wages, 48 hrs., time and a half for overtime, steady work, London Pecan Co., Hot Springs, Arkansas.

HELP WANTED

WANTED PRODUCTION MAN who knows making of quality candies and understands uses of modern equipment, by candy factory located in the most promising section of Georgia. Permanent connection with business planning immediate expansion. Address B-2451, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

CHOCOLATE MANUFACTURER has the following openings for those qualified: A—Production Manager; B—Chemist. Address A-1456, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill., and give full particulars in your letter such as age, experience, salary desired, etc. Both positions have excellent possibilities for the right man. Experience in the chocolate or other food fields preferred but not necessary.

Cleveland, Ohio. Old established medium sized candy factory, specializing in fudge and nougat candy bars wants enrober man. Bring along helper if desired. Excellent working condition, year around steady work. In reply give references, experience and salary expected. Address A14510, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

POSITIONS WANTED

SITUATION WANTED: Man capable of turning out superior chocolates and complete line of candies for high grade retail store, wants position taking entire charge of manufacturing on salary or percentage. Address C-3453, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

WANTED—Opportunity to join a small manufacturer who plans to retire soon. My 15 years supervision in candy making, fancy chocolates and getting along with help enables me to offer what you need. I am young, ambitious, sober, and have a nice family. I am with a big firm but wish to offer my service and capital to a small growing business. Correspondence strictly confidential. Address C-3454, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

POSITIONS WANTED

ARE YOU INTERESTED in the manufacture of quality home-made style candy? Do you desire to improve your product? A new service is being offered to the manufacturing retailer. Having made quality candy for 35 years, I feel qualified not only to tell you how to improve your line but will come into your factory and show your help how to do it. Address C-3457, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

CANDYMAKER, FOREMAN. Makes the finest quality retail candies. Also can run a small wholesale place. Knows machinery. Can cook by steam or open fire. Aggressive, sober, married. Knows ice cream and finest syrups for soda fountain. Also preserved fruits. Good display. Prefer job in the south. Address B-2457, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

PRODUCTION OR SALES MGR. SAVE SUGAR!! Do you manufacture and sell hard candy? I have had 18 years experience in hard candy field, both in production and selling, with internationally known leading 5 cent specialty manufacturer. Intimate knowledge of most advanced scrap inverting methods, guaranteed to save precious sugar; also confectionery laboratory research, flavors, formulas and production. Long experience in hiring and supervising labor with tact. Also experience in Sales Field as Division Manager. Have travelled extensively in U.S.A. and Europe. Can furnish records of outstanding pre-war sales increases. Age 37, married, considered draft secure. Available after one month. Will consider investing up to \$10,000 if condition warrant. Address B-2452, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

BY THOROUGHLY experienced all round retail candy maker. Capable of assuming full responsibility of shop operation, can handle help efficiently. 30 years experience. 20 years in leading department stores. Address A-1453, THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.



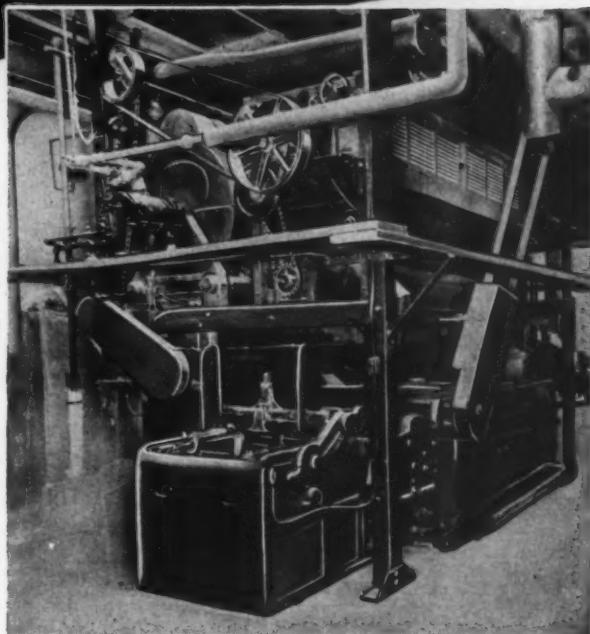
**RIGHT NOW, WHEN YOU NEED IT...
AND PRIORITY FREE... Here's extra
Manpower plus Economy!**

Producing candy under present labor conditions is tough! You need machines that give you added manpower — adequate production — maximum economy. You get these triple returns with every Union Rebuilt Machine you buy...from the largest stock of confectionery machines in the world. A Union machine is your guarantee of satisfaction — more production with less manpower. All Union equipment is rebuilt by master mechanics to stand up under every test—ready for immediate, smooth-flowing production. If it's a confectionery machine you need, check with Union first!

*Your idle machines
mean a lot to us*

We'll pay a lot for them too. Our prices for used machinery are the highest the industry has ever known. Spot cash is waiting for equipment now lying idle or taking up valuable space in your plant. We'll take your surplus machines off your hands immediately. There will never be a better time, or better prices paid. Act now!

Wire collect—or send full details of your used machinery you can sell. Our representative will make you an unbeatable offer.



*Rebuilt Specials for March-
April, Subject to Prior Sale*

- Complete Moulding Department sold as individual units or complete department.
- Bullerahn Starch Dryer and Conditioner, connected by conveying with National Equipment Fully Automatic Steel Mogul, Continuous Starch Cleaner, motors, etc. 6000 Starch Trays, standard size.
- 3 Savage Marshmallow Beaters, 110 gal. size, late style oval top, motor driven.
- 2 Merrow Cut Roll Machines.
- 5 Cooking and Mixing Kettles, for cream, jelly and caramel.
- 24" and 32" Enrobers with Bottomers.
- National Continuous Cooker.
- Buy War Bonds which are today's safest investment. After that invest in permanent improvements to your plant, which will produce the means to purchase more War Bonds!



**UNION STANDARD
EQUIPMENT COMPANY**
318 LAFAYETTE STREET • CABLE ADDRESS "CONFECMACH"
NEW YORK CITY



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

POSITIONS WANTED

POSITION WANTED: Man 30 yrs. experience in candy line. In charge all types of Enrober machines. Experienced also on Molding work and center mixtures for the molds. Could offer you best references. I'm married—49 years old, am American citizen, Italian. Residence Brooklyn, New York. Address B-2456, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

I WOULD like to contact a firm seeking a man to manufacture a quality line of home made type candy capable of handling more than one store. American, over draft age, prefer a western firm. Available after April 1st. Address A-14511, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE

FERGUSON HAAS Wrapping Machine complete with motor. Wraps bar 2" x 3" x $\frac{3}{8}$ " at 90 to 100 per minute; uses paper on rolls; no electric eye. Cook Chocolate Co., 1000 N. Ogden Ave., Chicago 22, Ill.

MACHINERY FOR SALE: Offer subject to prior sale the following used candy equipment, located at Atlanta, Ga.: 1 dough mixer, 1 depositor, 1 slicer, 1 peach stone machine and cutters, 1 starch buck, 1 caramel cutter, 1 small blancher and motor, 1 lot steam heating coils, 1 Starlight Kiss machine. All in fair to poor operating condition, but can be repaired. H. W. Lay & Company, Box 4265, Atlanta, Ga.

AUTOMATIC FILLING MACHINE, used. Made by Pneumatic Scale Co. Adjustable up to one pound portions. Suitable for filling cans, cello bags, or boxes. Speed app. 40 per minute. \$750.00. Reliable Nut Company, 1823 South Hope St., Los Angeles 15, Calif.

MACHINERY FOR SALE

FOR SALE—One Werner Semi-Automatic Ball Machine with $\frac{3}{4}$ inch ball rolls. Good as new. Archibald Candy Corporation, 1137 West Jackson Boulevard, Chicago. Chesapeake 2700.

FOR SALE—2 Racine Caramel Slicing machines with 8 inch circular knives; 1 Werner ball machine; 1 B. F. Sturtevant heating fan, 6 feet in diameter, belt driven; 1 Ball type sucker machine, Rosteplast; 1 Bar Wrapping machine, American Machine & Foundry Co., size $4\frac{1}{2}$ in. x $1\frac{1}{4}$ in. x $\frac{3}{8}$ in. Capacity, 60 per minute. Address B-24511, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

MACHINERY FOR SALE: One 5 Ton Amonia Compressor complete—10 H.P. Motor—brine pump, 5 Gal. Ice Cream Freezer. Miller's Candies, 10416 St. Clair, Cleveland, Ohio.

FOR SALE one National Equipment 24" Enrober with removable tank, suitable for chocolate and icing. Offered for immediate sale. Wire for prices and information. Address H-84410, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MISCELLANEOUS

MISCELLANEOUS FOR SALE—100,000 sheets cellophane $4\frac{3}{4}$ x 6 inches. Barbara Fritchie Chocolates, Frederick, Maryland.

WANTED to purchase for cash from manufacturers all kinds of candies and chewing gum and mint balls in quantities for cash. Independent Oil Co., 220 Spring St., Charleston, S. C.

FOR SALE—Oid established retail confectionery on main street in city of 15,000. Owner wants to retire. Louis Arnold, 458 East Main St., Peru, Indiana.

WANTED—Small Candy Factory or Invest with services. Give details. Address B-2455, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MISCELLANEOUS

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

Cellophane
BAGS

SHEETS • ROLLS • SHREDDINGS

Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons-All Colors & Widths

Scotch Tape Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond

Sales Representative

2902 So. Michigan Ave. Chicago 16, Ill.

MACHINERY WANTED

WANTED: 6 Copper revolving pans without steam coils 36" or 38" size. Address C-3455, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

ONE NATIONAL Equipment Cherry Depositor. Address A-1452, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

CASH for complete caramel making plant! Will buy any or all equipment for caramel making. Need one or two caramel wrappers immediately. Write: Box L-12448, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago 6, Ill.

WANTED—Copper revolving pans preferably but not necessarily 38"—with or without steam coils. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

WANTED: Package Machinery Company GH-2 Wrapping Machines. Write full particulars as to age, condition, serial number, etc. Address A1459, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANT—Dreadnaught, Bostonian or New Englander. Barbara Fritchie Chocolates, Frederick, Maryland.

THE MANUFACTURING CONFECTIONER

THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

CARAMEL WRAPPERS WANTED:

One or two caramel wrappers wanted. Also, any or all equipment for caramel making, or will buy complete caramel making plant for cash

Write Complete Details to: Box L-12447
THE MANUFACTURING CONFECTIONER
400 W. Madison St.

SALES REPRESENTATIVE

ATTENTION MANUFACTURERS:

Are you looking for capable, experienced representation in Ohio and adjacent territory? The Buckeye Candy Club welcomes your inquiries, which will be read in Open Meetings, held first week of every month. Address: Buckeye Candy Club, Box 1635, Columbus, Ohio.

SALES REPRESENTATIVES, ex-

perienced in selling confectionery items on punch boards to the wholesale candy and tobacco jobbers. Our products are well known and fast repeating. A number of territories still available. Address K-11445, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

SALES REPRESENTATIVE—

Twenty-five years experience, large personal following, can produce volume and thorough distribution in Pennsylvania and West Virginia on confectionery and allied products. Call on confectionery and tobacco jobbers, wholesale grocers, syndicates, supermarkets and department stores. Correspondence invited from reliable manufacturers seeking representation on straight commission basis. Address J-10442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED

WILL PAY CASH for Simplex Vacuum Cookers, Steam or Gas. Also Dayton, Racine or Ball 5 Ft. Cream Beaters. Advise condition and quote lowest price. Address H-84411 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED: UR-
GENTLY WANTED: Copper coating pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Ill.

WANTED—16" National Equipment Enrober complete with tunnel stands, feed and delivery tables and bottomer attachments. Address B-2454, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED

WANTED: 3—50, 75 or 100 gallon high pressure jacketed steam kettles—double motion agitators with 2—3-inch openings; 3—York batch spinners; 2—Metal cooling slabs; 2—Brach (Savage) continuous hard candy cutters with cooling conveyors; 2—Continuous buttercup cutters with cooling conveyors; 2—Simplex Vacuum Steam Cookers; 2—Racine sucker machines with rollers and cooling conveyors; 2—Hard candy plastic machines with dies; 1—Power drop roll frame—6 by 8 inch rollers, plus cooling conveyor; 1—Automatic hard candy ball forming machine. Address B-2458, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED: Package Machinery Com-
pany CA-2 machines. Write full particulars as to age, condition, serial number, etc. Address B-2453, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WHERE'S MY COPY
OF THE M.C.? IT'S ALL RIGHT
FOR THAT SUPERINTENDENT TO BORROW
IT, BUT BY GOSH HE MIGHT AT LEAST
RETURN IT WHEN HE'S ALL THRU!!



THIS HAPPEN TO YOU?

Don't cuss! You can avoid this by having your "M.C." sent to your home. Then you will always know where it is when you need and want it.

PRICES

1 year	\$3.00
2 years	\$5.00

(Enclose check with order)

THE MANUFACTURING CONFECTIONER
 400 W. MADISON ST.

CHICAGO, ILLINOIS

MANUFACTURING CONFECTIONER

400 W. Madison St., Chicago

YES, here's my check. Send the "M.C." to my home.
I'll fix those guys!

Name

Company

City..... Street..... State.....

May We Suggest...?

Orchids to the president of a Chicago candy company who gave permission for a Girl Scout Troop to visit his company's plant! The girls were thrilled by the trip and impressed by the cleanliness of this factory. In these times, it was particularly pleasing to the girls and troop leaders to enjoy the privilege of a trip through a modern food plant—an excursion in Candy Land.

We hope that after the war or as soon as conditions permit, that all food plants can hold "Open House" for the public—we know it costs money, time and effort and sometimes these "visiting privileges" are abused but we think the good overcomes the bad. Goodwill may be listed on your books at only one dollar but we'll wager you wouldn't sell it for that low figure!

Can't claim to be a good bowler though now and then we pick off a spare through the help of a friendly pin-boy. Find it a bit difficult to puff on the editorial pipe except between frames, but we'll let you in on a little secret. A little candy in the mouth seems to help our score (nothing could make it any worse) and thus we escape the frowns and looks of disapproval from our lady friends who have not been reared on the Missouri meerschaum.

Which reminds us of the famous (?) saying of a United States Vice President. Now, if only WFA would modify that quotation to read, "What this country needs is more good five cent candy!"

Some day, we hope to take you into our confidence and trace the steps required to "nail down" a story for *THE MANUFACTURING CONFECTIONER*. No, Algernon, the fine articles (plug) appearing in the "M. C." are not secured by saving 150 wrappers from Fuzzy Wuzzy Candy Bars. In fact, some days we beg, coerce, implore: other days, we threaten, but it is a wee bit tough to have a good story confront us and then hear, "Don't print that! I can't make enough to satisfy my customers. Any news of this product will swamp me with orders."

We caught this off the conveyor belt, "They are calling it 'peanut brutal' now because it's brutal when you try to eat it without your uppers and lowers."

Seriously speaking though, we have some intensely interesting articles in "work" dealing with plant lay-out—a subject you won't dare neglect. And, are you acquainted with "Candy Equipment Preview?" Watch our "April shower" of news.

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In 1895
we said, "Its Quality
is Worth the
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in Price."

Today -
we say, "There's Little
Difference in Price
so why not
have The Best!"

Mohawk BRAND OIL PEPPERMINT

Single Distilled • Redistilled U.S.P. • Triple Distilled U.S.P.



Since 1895,
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THIS is the same fine product that 3 out of every 4 pharmacists use when doctors' prescriptions call for Oil Peppermint.

It is a superb peppermint with a robust, full-bodied tang and clean-cut minty fragrance. For all of its exceptional flavoring strength, it is remarkably mellow and free from sharpness and weediness.

Today the famous Mohawk Oil Peppermint costs no more, *often less*, than ordinary peppermints. You're paying for top quality—you get it in full measure in this grand favorite that has flavored the nation's favorite peppermint confections for half a century.

Write for testing sample and schedule of prices.



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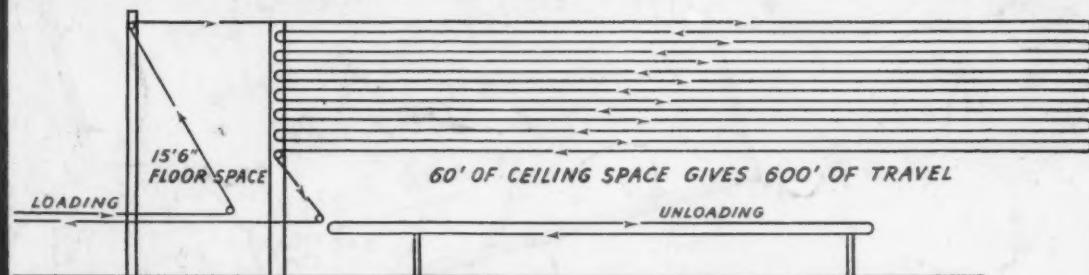
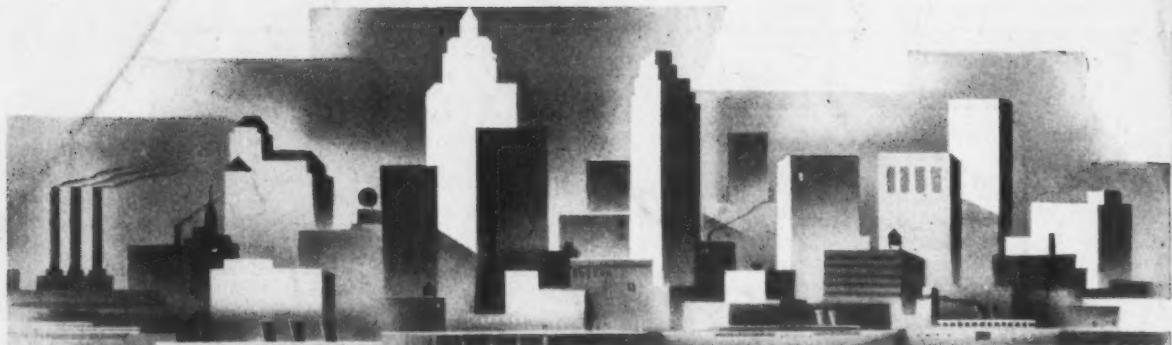
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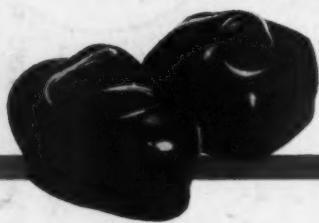
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If you are crowded for floor space or are laying out a new plant for peak efficiency, write immediately for free Folder M-3 giving detailed information about the Greer Multi-Tier Conveyor.

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